

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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MAY 31, 1924

PERIODICAL ROOM

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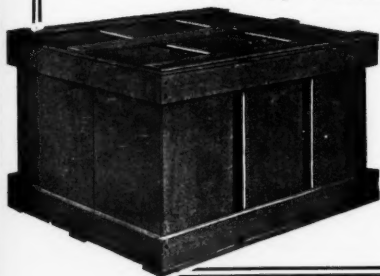
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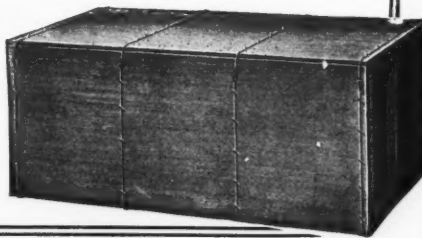
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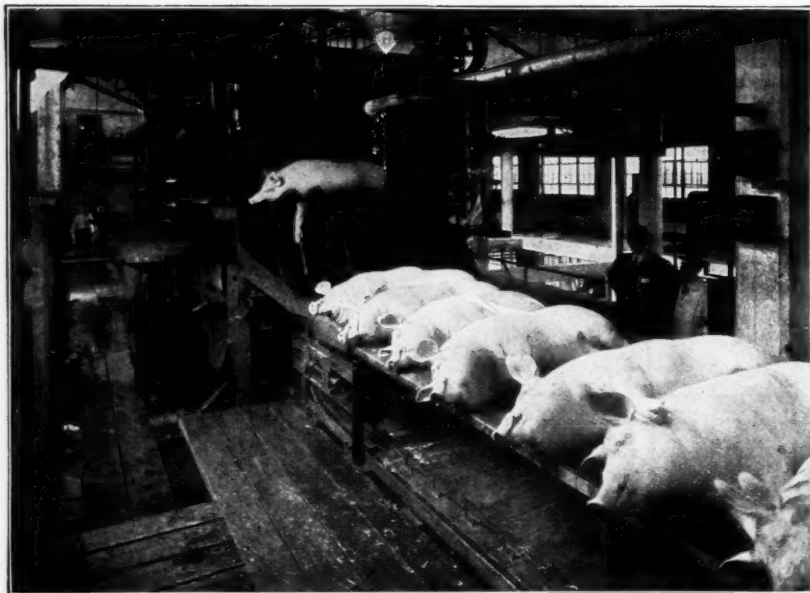
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**1924**

# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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Chicago and New York, May 31, 1924.

No. 22

## *"Sell Right" Changes Red to Black*

**Packers and Salesmen Who Follow Its Rules Find Themselves on the Profit Side of the Ledger**

Packers who "Sell Right" show a profit.

Within the past thirty days several packers have written to THE NATIONAL PROVISIONER admitting this fact.

One says: "You and your 'Sell Right' campaign helped us to get over on the right side of the ledger for the first time since November!"

Another sales manager says this discussion has "changed our monthly showing from a loss to a legitimate profit basis."

His salesmen have been stimulated by reading of the success of others who "sold right," and warned against the mistakes of the "tonnage hound" and the "order-taker."

### **Some Simple Selling Rules.**

Packers and sales managers have been encouraged to pursue profit-making policies, and their men have reacted

favorably to their "sell right" advice.

In one of the letters referred to a sales manager sets forth the rules which won for his organization. Some of them are worth committing to memory. Among other things, his men were told to

Forget your cheap competitor.

Don't let your customer talk to you about him.

Believe in your house and your goods. Give your customers service.

And most important of all—WORK!

These rules turned loss into profit for this packer.

It is a coincidence that every salesman in this organization is a personal subscriber to THE NATIONAL PROVISIONER. He gets his trade paper and reads it promptly. He does not have to wait for second-hand information.

Packers who study the situation join with one of their number who repeats

the old axiom that "well bought is only half sold."

### **The Problem is Distribution.**

On another page of this issue of THE NATIONAL PROVISIONER the head of the Institute of American Meat Packers calls attention to the fact that distribution is the problem in the meat industry today, rather than production.

He is talking to the retailer, but what he says to them applies with equal or greater force to the packer.

The past winter has afforded striking illustration of the need for sound policies and efficient execution of them in packers' distribution of their products.

The "Sell Right" campaign, carried on by packers and their employees through the columns of THE NATIONAL PROVISIONER, seems to have been "a light unto their feet," and many of them have profited by it.

## **From Loss to Profit**

### **What Happened When Packer Made "Sell Right" Rules**

Here is a packer who made money by taking advantage of THE NATIONAL PROVISIONER's "Sell Right" discussion. His sales organization made and followed some "Sell Right" rules which turned losses into profits.

It so happens that every salesman in this organization is a personal subscriber to THE NATIONAL PROVISIONER, and gets his news and information direct through the magazine, without having to wait for somebody to send him reprints.

### **Some "Sell Right" Rules.**

Here is what this sales manager says: Editor THE NATIONAL PROVISIONER:

The writer, who has profited by your "Sell Right" campaign, wishes to say that it is "worth the money." It has changed our monthly showing from a loss to a legitimate profit basis.

This was brought about because our organization adopted the following rules:

First—Forget your cheap competitor, whom we still have with us. (Awfully bad habit to break yourself of, but like any other habit, it can be done if your mind works along that line.)

Second—Believe in your house and everything it has to sell.

Third—Give your customers SERVICE.

Fourth—Do not talk too much with your trade about your cheap competitor; in fact, ignore him. If he is too cheap, take a few orders for him and phone him every night; show him you are a good fellow!

Fifth—This is the most important of all: "Know your stuff." Be a salesman and work. That is why you draw a pay check. To make a long story short, there is no one who likes a "loser"—not even your wife! So you can see how unpopular a loser is with the firm.

Get your legitimate profit! That's what we did, and we are showing in the black instead of the red,—thanks to THE NATIONAL PROVISIONER.

Yours truly,

SALES MANAGER.

## **The Salesman Defended**

### **He Says Packer Who Makes Low Prices is to Blame**

Packers are not only circulating the "Sell Right" articles among their salesmen, but are getting their reaction on the campaign.

Here is another packer whose entire sales force are individual subscribers to THE NATIONAL PROVISIONER, and who receive and read it every week. He sends in the reply of one salesman, with the comment that "his last paragraph sizes up the situation as we find it today."

That is, the fault lies not with the sales force, but with a few packers "who sell so ridiculously low that it works a hardship on the house and the salesmen who are trying to sell at a price that is justifiable."

According to the theory of this salesman, cut prices must be met. This does not agree exactly with the experience of others who have refused to cut, and yet have gone on doing business.

At any rate, the price-slasher and the



salesman who lets the customer make the price, are both bad trade influences.

This salesman's letter is as follows:

#### What the Salesman Says.

"The conclusion that I have drawn from the articles that have been running in THE NATIONAL PROVISIONER on 'What's the matter with the selling of packinghouse products' is that the question wrongly put. In my opinion it should be 'What's the matter with some of the packers?'"

"The various contributors to THE NATIONAL PROVISIONER have blamed everyone connected with the sales end of the packing companies from the sales manager down.

"Each salesman, it is true, likes to see his tonnage reports show good. But while he does like to see this, I am of the opinion that the majority like to see the black figures instead of red on the profit sheet more than they do a large tonnage.

"Of all classes of salesmen, I don't believe there is any who works harder or longer hours than the packinghouse salesman, nor one who is more on the job than the meat salesman.

"But when the sales manager wants to know what has gone with his tonnage, all he can say is the man with the better price got it. The sales manager in turn, through sympathy, shades the price possibly on some articles, even then not meeting some competition.

"I can't see that the sales manager or the salesman are to blame.

"The fault lies, not with all packers, but just a few who sell so ridiculously low that it works a hardship on the house and the salesmen who are trying to sell at a price that is justifiable."

### "Sell Right" For Sausage It Applies Here as Well as With Other Products

The packer salesman is not the only one benefitting by this "Sell Right" discussion.

There are hundreds of independent sausage manufacturers distributing a tremendous volume of product, and they have big sales forces.

The sausage maker must get his price, too, or he will not last long.

Sausage salesmen are catching the "Sell Right" fever. Here is what one of them wrote to his employer.

"I am reading the 'Sell Right' articles in THE NATIONAL PROVISIONER, and find they help me in my work.

"I have been trying to impress on my trade that we have the quality at the right price."

### "Cheap" Reputation Hurts Once Acquired It is Hard to Live It Down

Here is a prominent sales manager who is hoping to see something done that was never done before. He says:

Editor THE NATIONAL PROVISIONER:

The writer is very much interested in this "Sell Right" subject, as it is one of long standing in this market and entirely unnecessary. I am wondering where it will all end.

My contentions are that once a reputation for being "cheap" is gotten, it can never be lived down entirely. If it can I have never seen it accomplished, and I am interested in knowing if there is a solution.

Yours hopefully,  
SALES MANAGER.

## Selling is Weak End

### Packer Repeats That Well Bought is only Half Sold

Here is a packer who indulges in some plain talk, and signs his name to it. He is out of patience with those who admit evils, but do not act to remedy them. He has no use for the "All But Me!" class.

He repeats the admitted truth that "well bought is only half sold," and believes that there is much to reform in selling methods.

Standards of values have no meaning if not lived up to, and sales direction is worse than weak where salesmen are not controlled in maintaining prices.

He favors a practice of penalizing salesmen on cut-price orders, instead of urging them to get tonnage, even if they have to "meet competition."

He says:

#### A Haphazard Business.

Editor THE NATIONAL PROVISIONER:

What's the matter with the packing business? Nothing, except that it is conducted by a lot of fools, including ourselves!

It is the only business of any magnitude in the world that is run in such a haphazard fashion, without any regard to the final outcome, from a financial point of view. It is a good deal like a fellow following the horse-races—eventually you are bound to lose!

We are in bad repute with the United States government, the producer, the retailer and the consumer. We have had the valued (?) advice of numerous specialists, including auditors, orators, realtors, efficiency experts, financiers, professors, publicity organizations, et al, and still we drift from day to day in the hope that at last we will be fortunate enough to land in a financial harbor.

We are told that we are now in a period where success or failure depends on volume, but volume based on a continuous loss means nothing but disaster.

Personally, we are very gratified with the present status of our own business because we have no money owing the banks and we regulate our salary on the basis of what we are worth to the business, and are frank to admit that it is not much—in keeping with the present conditions of affairs, generally, in this line of endeavor.

#### When It's Only Half Sold.

We have seen numerous articles published in THE NATIONAL PROVISIONER regarding the buying of hogs. It would seem that a determined effort had been made this season in connection with buying hogs on the basis of their real value,

taking into consideration that the farmer is entitled to at least a living in conjunction with his efforts.

But we have overlooked the fact that, even when stuff is well bought, it is only half sold. And we will admit that the other fifty per cent of the selling argument has been conducted at a loss, regardless of the cost of the raw material.

There is no standard of values on meat products. Different brands of hams, bacon, lard, sausage and fresh meats are sold at a range of from 3 to 5c a pound, presumably on the same class of product. Then we discuss standard of values based on costs!

#### Teaching the Salesmen.

A great many of the packers turn their salesmen loose at times like a pack of wolves, with instructions to meet competition. From the standpoint of the salesman this means "make competition," and they bring back so-called information in the hope that they can batter down the arguments of their sales managers or executives in order to get more latitude regarding prices.

We have noticed where salesmen were penalized on cut-price orders in connection with their earning capacity, it has stimulated their efforts to maintain prices to a very great extent, and that this part of their training and education is brought about only through a direct loss in their personal income.

We are still in the period of buying hogs at any cost, and conducting our business at a continued loss, unless we are fortunate enough to score an advance in the inventory.

And I presume we are going to continue on this basis until there is an elimination of all the weak sisters, both large and small, or until such time as the majority renew their efforts and change their ideas from the standpoint of trusting to luck for the betterment of their interests.

Yours truly,

CHARLES J. ROBERTS.

Chicago, Ill., May 14.

## From Maine to Oregon!

### What Packers Think of the "Sell Right" Campaign

The "Sell Right" campaign of THE NATIONAL PROVISIONER has interested the country from coast to coast. Two letters received in one day this week show this:

Here is one from a packer in Maine:

Editor THE NATIONAL PROVISIONER:

We have been reading your "Sell Right" campaign articles, and cannot see but what these must do a lot of good. We have been in the meat business for over forty years, and never remember of any real effort ever made to encourage better prices and living profits in our line of business.

You are taking up in first-class manner what we have been endeavoring to preach to our sales force for a number of years. We are glad to hear of somebody else advocating a profit on every pound.

MAINE PACKER.

This is from a packer in Oregon:

Editor THE NATIONAL PROVISIONER:

Yesterday we mailed you an order for each of the reprints of the "Sell Right" campaign. These articles are very interesting and we hope you will keep up the good work until you have educated the packers to "sell right."

Your idea to "Sell Right" is the key to the success of the packing industry, and we know that your idea will be capitalized if you continue with articles like those you have recently published.

We certainly appreciate your efforts to teach us to "Sell Right."

OREGON PACKER.

## How About Your Door?

At the last convention of the Institute of American Meat Packers a motion was made and adopted which attracted little attention at the time—in fact, some people turned up their noses at it!

By this motion the Institute members adopted as their slogan for the coming year this biblical verse:

"Let every man sweep over against his own door-step!"

Have you swept up your rubbish, or are you looking across the street at the other fellow's?



## Making More of the Meat Dollar

### Cooperation Between Wholesalers and Retailers to Bring About Economies in Distribution

The distributing end the industry is conceded to be relatively less efficient than the producing end. Perhaps more attention has been given to manufacture than to selling and distribution.

Such economies as come in the future are expected to be made largely in the distributing end.

Some of the inefficiencies of distribution in the meat industry have recently been brought out in the lively "Sell Right" discussions appearing in *THE NATIONAL PROVISIONER*. Remedies have been suggested and adopted by many. This is one step toward increased efficiency.

If the ambition of the industry is to

return a still larger portion of the consumer's dollar to the producer, and at the same time give the consumer just a little more for each dollar he pays, it must be accomplished chiefly in the distribution end.

Through the co-operation of the Meat Councils, representing the retailer, wholesaler and the public, and the National Live Stock and Meat Board representing the producer, the meat industry has taken long strides toward improving practices all along the line.

President Charles E. Herrick of the Institute of American Meat Packers says: "It is my firm conviction that it will be by making distribution more ef-

ficient, rather than by improved production, that we shall be able to return to the producer a larger share of the consumer's dollar.

"In my estimation all industries will have to do what the meat and live-stock industry has already done—unite all factors in the industry in a cordial co-operative effort to solve distributive difficulties and effect merchandising economies."

In the following address, delivered at a mass meeting of retailers under the auspices of the Chicago Meat Council, President Herrick reviews some of the possibilities for improvement in the retail division of meat distribution.

### Meat Councils and Trade Cooperation

By Charles E. Herrick, President, Institute of American Meat Packers.

My contact with the Meat Council work has convinced me that the form of co-operation which has been established is well worth maintaining and continuing. The enthusiasm with which wholesalers and retailers have entered into these meetings, as well as the results which these two groups, working together through the Meat Councils, have accomplished in the form of better and more efficient merchandising and better trade relations, promises much for the future of the meat industry.

It is my opinion that the Meat Council and its program are a unique and pioneer development in the field of merchandising.

#### An Example of Co-operation.

Where else are wholesalers and retailers working whole-heartedly together for the good of the industry to which they belong, and for the welfare of the public which they serve?

Where else are retailers and wholesalers as a group co-operating in merchandising meetings, in special selling efforts, in demonstrations and other educational movements for the benefit of the housewives; in schools for the education of apprentices, in meetings like these which help us all to improve our merchandising practices, and in the numerous other activities which already have accomplished much and promise more for the future in behalf not only of the producer whose product we sell, but also of the consumer to whom we sell it?

#### Economies in Distribution.

It is a common belief among economists, and a thoroughly sound belief, I think, that hope for further economies in our industrial processes are to be sought more in the field of distribution than in the field of production.

In general, and I say this without intent of singling out the meat industry, production undoubtedly is relatively more efficient than distribution. It is my firm conviction that it will be by making distribution more efficient, rather than by improved production, that we shall be able to return to the producer a larger share of the consumer's dollar.

How is industry to accomplish further economies in distribution? In my estimation, all industries will have to do what the live stock and meat industry already has done; unite all factors in the industry in a cordial co-operative effort to solve distribution difficulties and effect merchandising economies.

Through the Meat Councils, in which retailer, wholesaler, and public, are represented, and the National Live Stock and Meat Board, which represents all factors

in the industry, from those who raise the live stock to those who sell the meat, I feel that we are making encouraging headway toward a solution of some of our distribution difficulties that cannot help but benefit the industry and the consuming public alike.

#### Study of Retail Costs.

So far as the retailer is concerned, the study of retail costs which has been made by the Bureau of Business Research of Northwestern University, and the Bureau of Agricultural Economics of the United States Department of Agriculture, in co-operation, undoubtedly will be of tremendous value, when made public and "promoted," in helping the dealer solve his merchandising difficulties, stop his losses, and make his business more efficient, with benefit to himself and to his customers.

Heretofore, there has been no adequate information on the costs of doing business in the retail meat store, no standard of comparison by which one dealer could know whether this or that item of his expense was too high in relation to similar items of the average dealer. Possibly this lack of information was caused by a lack of interest on the part of many of us.

The study of costs of doing business to which I refer disclose many things of interest to the retail dealer—of interest financially and in other ways. In general, the study shows that the dealer who takes the least toll from his customers in the way of costs of doing business makes the highest percentage of profit. Really, gentlemen, it pays to be efficient.

#### The Successful Retailer.

According to a statement issued recently by the United States Department of Agriculture, based on the study which is being made jointly by the Department and by the Bureau of Business Research of Northwestern University, out of every consumer dollar paid for meat in **successful** retail markets, 76 cents is paid by the dealer to the packer or wholesaler for the product and 19 cents goes for the



CHARLES E. HERRICK  
President Institute of American Meat Packers.

dealer's expenses, including wages, rent, ice, wrappings, and other expenses, and 5 cents represents the dealer's profit.

In the successful stores, according to the study referred to, the margin between the cost price of the goods and the selling price varied from 22 to 27 cents out of every dollar taken in. The most common expense of operating a retail store was found to run from 18 to 22 per cent of sales. It is interesting to note that stores which had the largest sales showed the smallest expense and profit margins.

#### The Item of Wages.

The matter of wages is important to you gentlemen. It is approximately six times more important, for example, than rent, for the amount the average dealer pays out in wages, either to himself or to his employees, is about six times as great as the amount paid out for rent. It is about thirteen times as important as ice and refrigeration; fifteen times as important as wrappings, twine and containers, and five times as important as miscellaneous expenses such as heat, light, tool sharpening, and so forth.

In short, the item of wages is about twice as great as all other items of your expense.

Do you watch wages twice as carefully as your other expenses?

Do you utilize your employees' time to the best advantage?

Do you attempt to keep your employees busy by bringing in more customers?

#### Getting Value Out of Labor.

The employer pays for every minute of his employees' time, no matter whether the minute be spent in idleness or at work, and he should be particularly careful to see that their time is utilized fully and to the best advantage. He may find that while three employees seem to be necessary to take care of the late afternoon and evening rush, he could get along with two employees if they were kept constantly busy during the day, preparing during what otherwise would be their idle time the steaks and other cuts that will be in such demand later in the day.

The Department of Agriculture points out that two employees constantly busy instead of three employees occasionally busy frequently is the difference between success and failure.

Doing more business is another way of reducing your wage expense. For example, if you employ three men and do a hundred dollars worth of business a day, your wage expense will be much higher per dollar of sales than if you sell two hundred dollars worth of product daily.

#### How to Increase Sales.

"Courtesy and good service are the two greatest means of increasing sales," the Department of Agriculture states. "Advertising may do it. An additional line of goods has been profitable to some dealers." And, I might add, the "Ready-to-Serve" movement offers the greatest opportunity of all for the dealer to increase his business at a minimum of added expense.

Wages also are a very big element in the expenses of the packer. As in the case of the retail dealer, the packers' wage expense is about double what it was before the war.

In stressing wages at such length, I merely have intended to show you how important it is to watch this item of expense, to see that your employees are utilized most efficiently, inasmuch your wage cost is twice your other expenses.

But I do not mean that you should disregard your other expense. You should not. They all are important and all should be watched carefully, for keeping down expenses means keeping up profits and reducing the cost of meat to the consumer.

#### Benefit of Expense Standards.

Perhaps some of you will want to know how the forms or standards of expenses established by this survey which I have referred to so frequently can benefit you. Let me quote you one or two examples, taken from a preliminary report of the study mentioned.

A Chicago merchant had installed the standard system of bookkeeping offered by Northwestern University and the Department of Agriculture. Figures for four weeks operation were submitted to the merchant. They showed that he had a wage expense of 18 per cent, while the average for other stores was only about 13 per cent. The accountant who had installed the system brought this fact to the attention of the owner.

An investigation disclosed the fact that three meat cutters were employed, and that the store's sales amounted to about \$40,000 a year. Other stores of similar size, the study showed, operated with but two meat cutters.

#### How the Study Helped.

What was the logical step to take in this store? The logical move, of course, was to dispense with the services of one meat cutter. This was done, although it was necessary to employ extra help on Saturday.

What was the result? The wages expense immediately dropped to 13 per cent and the owner's profits, with the same volume of trade, increased by about \$140 a month.

To me, the most interesting fact shown by the survey is that the stores which operate on the smallest expense margin make the most profit. In other words, the stores that add the least to the cost of the meat make the most money.

The survey shows, for example, that stores operating on a margin of 24 to 26 per cent make a profit of about 2 per cent; that stores operating on a margin of 23 to 26 per cent make a profit of about 4½ per cent; that stores operating on a margin of 22 to 24 per cent make an approximate profit of 5 per cent, and that stores operating on a margin of 21 to 23 per cent make a profit of approximately 6 per cent. Stores which operate on an expense margin around 28 per cent invariably suffer a loss.

#### It Pays to Be Efficient.

As I said before, it pays to be efficient. It pays not only in real money, but also in that far more worthy coin—the currency of service to the people whose products we sell and to the consumers who buy from us.

I have pointed out that, according to a statement by the Department of Agriculture, the average successful retailer pays 76 cents out of every dollar he receives for meat to the packer or wholesaler. In conclusion, I should like to

trace the consumer's dollar a step nearer final distribution.

Official figures made public recently by the Bureau of the Census show that the packer pays out for raw materials, principally live stock, about 85 per cent of the plant value of meat and by-products. In other words, he requires only about 15 cents of every dollar of value in the finished product to cover all operating expenses, including wages, taxes, interest charges, depreciation, et cetera, as well as a manufacturing profit.

#### What Packer and Producer Pay.

It should be borne in mind that, out of the money the producer receives for the sale of his live stock to the packer, he must pay all expenses of breeding, raising, feeding, transporting, and selling his animals.

I think that these figures show clearly that the meat industry operates on a relatively narrow margin and that its efficient management benefits both producer and consumer.

As I see it, our task is to improve our processing and distributive processes still further, to the end that we can lower the cost of meat to the consumer, and at the same time return a larger share of the consumer's dollar to the man who produces the live stock.

#### CHICAGO "READY-TO-SERVE."

Another strong advocate of the Ready-to-Serve movement was discovered at the meat trade meeting for retail meat dealers on the North Side of Chicago, when Charles E. Herrick, President of the Institute of American Meat Packers, encouraged the 400 dealers present to push the movement wholeheartedly.

Mr. Herrick told the audience that, many years ago when he was engaged in the retail meat business, he found that a good and profitable market existed for cooked corned beef and other meats of that type. He also presented a short summary of the study of retail costs and expenses which has been conducted jointly by the U. S. Department of Agriculture and the Bureau of Business Research of Northwestern University, to determine why profits are and are not made in the retail meat business.

The meeting was held at Lincoln Turner Hall on May 22, under the auspices of the Meat Council of Chicago, as a part of the program for meat council activity which is being carried on under the supervision of the National Association of Meat Councils and the Institute's Committee to Confer with Retail Dealers and Trade Associations of which P. D. Armour is chairman.

#### Well-Known Speakers.

Other speakers at the meeting were John Kotal, Secretary of the United Master Butcher's Association of America, Miss Dorothy Dignam, an advertising specialist, R. H. Gifford, of Swift & Company, Oscar G. Mayer, of Oscar Mayer & Company, and Sol Westerfeld, Chicago retailer.

Mr. Herrick advised the dealers present to do all they could to make their product look attractive and to give their customers the best service possible. "I have seen one store increase its business to a considerable extent," he said, "merely by wrapping the meat in a little better paper, so that the housewife would not feel conspicuous when she was carrying the purchase home. All such little things count in building up and keeping a good trade."

"Things have changed considerably in the retail meat business since I was connected with it some years ago. They used to call us 'butchers' then, because

(Continued on page 51.)

### Solving the Problem

Economies in industry are now expected from distribution. Production is conceded to be relatively more efficient.

It pays to be efficient—not only in money, but in service to the people whose products are sold, and to the consumers who buy.

The meat industry stands between producer and consumer. Increased efficiency will benefit both.

Cooperation of all branches of the meat industry is making encouraging headway toward the solution of distribution problems.

## Studying Meat Packing by Mail

The latest report on registrations in the correspondence study courses offered by the Institute of Meat Packing, issued by Director E. T. Filbey, shows that 125 men had registered up to May 15, for a total of 152 course registrations. This is in addition, of course, to several hundred registrations in the evening classes at Chicago.

Seventy-eight packing plants are represented in the registration; and, in addition, two representatives of the United States Bureau of Animal Industry are enrolled. Twenty-three states in this country, not including one registration from the District of Columbia, and five foreign countries—Canada, Scotland, England, Argentina, and the Canal Zone—are represented.

### Want Well Selected Men.

In the first year of correspondence instruction, effort is being made to get a well-selected man from each plant, rather than to solicit large registration from any one company, although students qualified to profit from the present courses are welcome in whatever numbers they may come. The wide distribution of registration is a gratifying feature.

The individual packing plant with the largest number of students enrolled is P. Burns & Company, Ltd., Calgary, Canada. The Cudahy Packing company has the largest total representation. Armour and Company shows registration from six different plants. Field Packing Company, Owensboro, Kentucky; Geo. Kern, Inc., New York City; W. Schluderberg-T. J. Kurdle Company, Baltimore; Shafer & Company, Baltimore; and White Provision Company, Atlanta, are among the

leaders in the number of men registered by correspondence.

Fifteen registrations were received from New York State, eleven from Pennsylvania, ten from Iowa, nine from Nebraska, and eight each from Illinois and Ohio.

### Eighteen College Graduates.

The statistics show that eighteen of the students are college graduates, twenty-five have had at least two years of college work, sixteen are high school graduates, and twenty-nine have had a two-year high school education.

In commenting upon the report, Dean Filbey stated that there were a number of registrations in prospect, and that a large percentage of registrations was expected after the men now taking the first group of courses have completed their study. The second group of courses became available on May 1. Four more courses are to be added to the list on August 1.

Director Filbey also called attention to the fact that only eight men have dropped out or been otherwise eliminated from the registration lists. This indicates, in his opinion, both that the men are sincerely interested in the study, and that they are finding the instructional material well worth while. The "casualty" list in correspondence courses usually shows a much higher percentage of eliminations, he stated.

Eight courses now are open to employees of the industry and others who can profit from them. Registrations may be made at any time for any of the courses that are offered. Application blanks for registration and a copy of Bulletin No. 2 which describes all the courses in detail will be mailed to anyone writing the Institute of American Meat Packers, 509

South Wabash Avenue, Chicago, or the Institute of Meat Packing, The University of Chicago, Chicago, Ill.

### MEAT BOARD AWARDS PRIZES.

The essay "Meat and How I Cook It" won for Pearl Graves, a sophomore in the Union High School at Lemoore, Cal., the \$200 awarded by the National Live Stock and Meat Board to the national champion in the Meat Story Contest conducted by the Board among girls in high school departments of home economics. Miss Graves also won the championship for the western district, making her total cash award \$300.

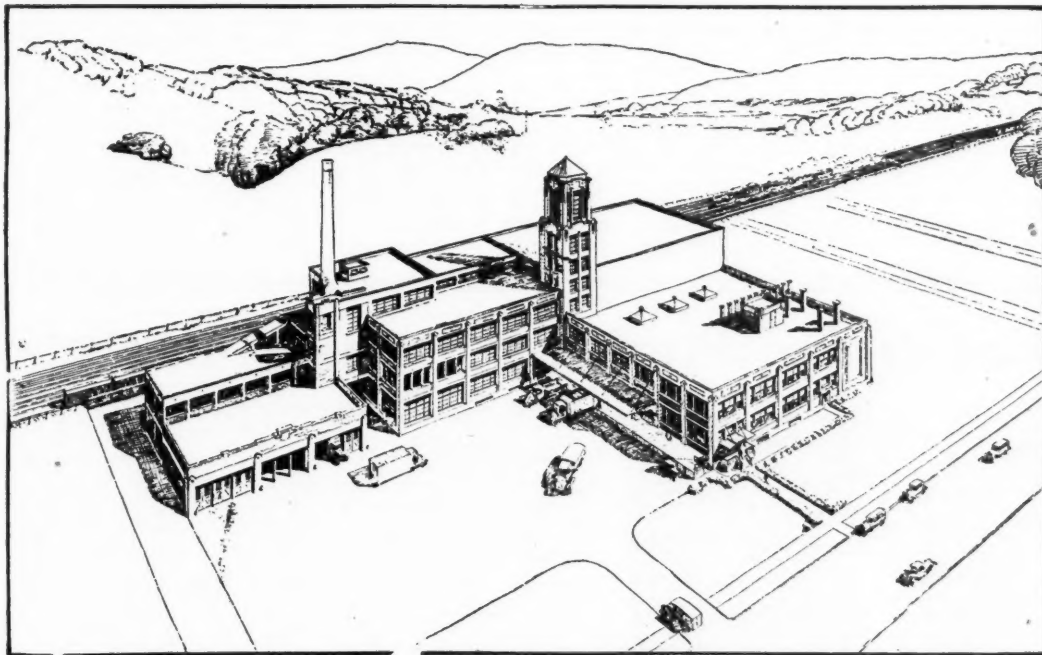
In this contest the United States was divided into four districts, the championship honors in each of the other three districts going to Ruth Prittie of Carthage, N. Y., for the eastern district, Eva Beatty of Centralia, Ill., for the central and Emily Scott of Memphis, Tenn., for the southern.

Nine additional cash prizes, graduated in amount, were awarded in each of the four districts for the next best essays.

The nearly 12,000 essays were judged by a committee consisting of some of the most outstanding home economics leaders in the United States.

Many highly practical and valuable recipes for cooking meat were submitted in this contest, and the National Live Stock and Meat Board will assemble the best of these in an attractive cook book for meat. This book will be free and will be given national distribution.

The Board is well pleased with the excellent returns in this campaign for a more widespread understanding of meat and its use in the daily menu. Managing Director R. C. Pollock feels that the results can be capitalized on in many ways by the various agencies in promoting meat consumption.



GROUND BROKEN FOR ANOTHER MODERN MEAT PLANT

Excavations have been started for the new \$500,000 plant of the Albany Packing Company, Albany, N. Y. The first earth was turned May 6 by President Fred M. Tobin, who is also president of the Rochester Packing Co., Rochester, N. Y. He was assisted by Peter G. Ten Eyck, president of the Albany Chamber of Commerce, and by Mayor Hackett.

The plant is to be built of reinforced concrete, and will employ about 150 men at the start. A capacity of 6,000 hogs per week, 200,000 lbs. of smoked meats, 200,000 lbs. of sausage, lard, etc., is planned for.

Besides Mr. Tobin the other officials of the Albany enterprise are: Wilson C. Codling, vice-president and general manager; Clarence C. MacElveen, treasurer and office manager; and Martin L. Sullivan, secretary and sales manager. The board of directors consists of Frank A. McNamee, Sr., G. F. Madsen, Cornelius F. Fitzgerald, Mr. Tobin, Mr. Codling, Mr. MacElveen and Mr. Sullivan.



**HARDING SUCCEEDS FARRIS.**

The vacancy created by the resignation of W. B. Farris as assistant general superintendent of all Armour and Company plants has been filled by the promotion of M. D. Harding, superintendent of the Armour Chicago plant. Mr. Harding, in turn, is succeeded by Chas. Eikel, recently of the general superintendent's department.

Howard L. Binyon, of Morris & Co., Oklahoma City, will succeed Mr. Eikel, and Benjamin Jones of the Morris organization at St. Joseph, Mo., succeeds Mr. Binyon at Oklahoma City.

These changes become effective June 1.



W. B. FARRIS.

Mr. Farris leaves the Armour organization to go into business with his son. He has been in packing house operation for the past 34 years, coming to Morris & Co. as an hourly worker in the oleo department. He was soon promoted to assistant foreman of the lard refinery and later to foreman. He left this position to become operating head of all Morris & Co. plants. Shortly after the acquisition of the Morris holdings by Armour and

Company, Mr. Farris was made assistant general superintendent of all Armour plants.

Mr. Farris' outstanding personality and ability were soon recognized, not only by the Armour executives but by all who came in contact with him in his work. He was the first chairman of the Packing-house Practice Committee of the Institute of American Meat Packers, and has been recognized as a leading technical authority of the industry. His resignation was accepted with much regret, and the industry will miss him sorely.

Twenty-nine years ago M. D. Harding began his packinghouse career at Kansas City as a messenger boy. From this beginning he went through all phases of packing house operation. In 1904 he became assistant superintendent of the National Packing Company and was later superintendent. When that company was dissolved in 1912, Mr. Harding was appointed assistant superintendent of Armour and Company's Chicago plant, and later superintendent, which position he has held ever since. He has been a leader in the development of packinghouse methods, both as an operating man and as a speaker and writer. He is one of the most forceful characters in the industry.

Chas. Eikel, starting in the lard department tacking covers on lard tubs at the same time M. D. Harding started as a messenger boy, soon developed administrative ability, moving up through the various departments in the plant to the position of division superintendent at Chicago. He was called from this position to the superintendency of the new St. Paul plant, where he remained two years, returning to Chicago to assist John E. O'Hern in the general superintendent's department.

Howard Binyon has been associated with the Morris organization since 1900, entering the work as a clerk, but transferring to the operating department. He was superintendent of the Chicago plant and later of the Oklahoma plant, which position he held when he was called to Chicago to succeed Mr. Eikel.

Benjamin Jones, also an old Morris man,

has been assisting in the superintendency of the Morris properties at St. Joseph. Both he and Mr. Binyon are known as sound and able operating executives.

Mr. Farris' resignation is a loss to the entire industry. It is men like Farris who have brought American packinghouse operation to its present high standard of efficiency. As a mark of the high regard in which he was held by the organization he is leaving, he was tendered a dinner at the South Shore Country Club, which was attended by Armour and Morris superintendents from all parts of the country.

M. D. Harding has made fundamental contributions to improved packing house practice and machinery. His latest contribution is the Harding dry rendering system, which makes possible the elimina-



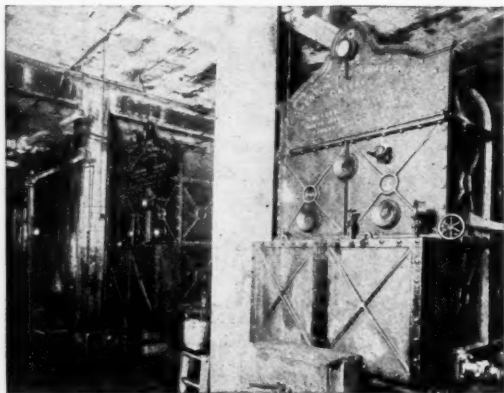
MYRICK D. HARDING.

tion of tank house odors, produces a high quality of grease, and greatly simplifies operation. He is one of the best known and one of the most popular men in the operating end of the business.

**YEAR'S RECORD PRICES.**

Cattle prices reached the highest point of the year during the week ended May 17, according to the U. S. Department of Agriculture. Heavy steers topped at \$12.50, and better grades of beef steers were as high as any time during the season. Fat lambs also reached a new high mark for the year at \$17.35.

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### Constructive or Destructive?

While many packers realize that busi-  
ness has slowed down, they must know  
that the condition is not peculiar to the  
packing industry. The bright spot is  
that fundamentally conditions are sound.

If our representatives, sent to Washing-  
ton to formulate and pass constructive  
legislation, would see fit to get down to  
business instead of devoting their time  
to playing for the votes of certain large  
classes, conditions would not be in their  
present uncertain stage.

The Illinois Manufacturers' Association  
recently appealed to its members not to  
let Congress "crucify industry." The feel-  
ing among these business men is that  
industry is being attacked on every hand,  
and that our present Congress is rapidly  
becoming a dangerous and destructive  
force.

Probably no one industry has felt the  
effects of readjustment more than has  
the packing industry. It has been ground  
between the millstones of surplus raw  
product on the one side and high costs  
and low-priced finished products on the  
other.

On the raw product side prospects show  
decided improvement. The farmer knows  
he must adjust his livestock production  
to consumptive needs, and he is making  
a determined effort in that direction. If  
he raises fewer animals he is much more  
likely to get a higher price, and both he  
and the packer stand a chance to make  
money.

But if he raises so many that the packer  
is always confronted with the bugaboo of  
enormous volume, the prospects of either  
of them making money are less rosy.

The adoption by Congress of a really  
constructive program, and the develop-  
ment of a co-operative spirit, would be  
welcome to industry in general and a god-  
send to the country.

### Bad Boost for Good Cause

All who know anything about the  
salaries of postal employees are in favor  
of an increase. These people who serve  
the public so well are greatly underpaid,  
particularly in the light of present salary  
and wage scales and the high cost of liv-  
ing.

But the means at present proposed to  
finance this increase will hardly meet the  
approval of industry or of the tax-paying  
public.

A bill is pending in Congress, known as  
the Paige bill, by which parcel post rates  
would be increased as much as 200 per-  
cent, and other increases are proposed in  
second and third class postal rates. The

increase is planned to secure the additional  
\$110,000,000 necessary for increased sal-  
aries for postal employees.

Some time ago Congress appropriated  
half a million dollars to investigate postal  
costs, as a basis on which to readjust rates  
if necessary. That investigation is under  
way and a report will be available in the  
late summer. The recommendation of the  
Postmaster General is that this report be  
awaited before action is taken, and logic  
and economy demand that this be done.

Everyone should keep his eye on Con-  
gress, and if there is a move in the short  
time before adjournment to pass this bill  
Congressmen should be made to under-  
stand that their constituents do not favor  
being saddled with ridiculously high  
postal rates arranged on a blind schedule,  
regardless of the worthiness of the cause.

### "Red Hot" is the Word

Certain people in the meat industry still  
stick to the term "hot dog" in speaking  
of Frankfurt sausages or "wienies."

The terms "wienies" and "red hots" are  
easy catch words, and are also identifying  
terms for this type of sausage. At the  
same time they carry no objectionable sug-  
gestion.

Frankfurts, well made, are a most deli-  
cious product. The name "hot dog" was  
tied to them by some wag in the long  
ago, and has only recently come up for  
objection because of the many phases of  
unfair propaganda waged against meat in  
the past few years.

In promoting meat consumption any-  
thing suggesting unwholesomeness should  
be cut out. People who are inclined to  
find fault with meat size upon every state-  
ment that could be used in a harmful way.

In their campaign for the promotion of  
certain foods, other industries have not  
confined their publicity to the merits of  
their particular product but have used meat  
as a measuring rod, and have so twisted  
facts that the deductions are adverse to  
meat and in favor of the particular prod-  
uct being promoted.

The bulk of the people unfortunately  
seem to be willing to let someone else  
think for them. Publicity, therefore, that  
catches the eye is likely to be reflected  
in mass thought. For this reason meat  
has suffered from unfair publicity.

The industry itself cannot afford to leave  
a single thing undone to counteract such  
propaganda. And one thing that needs  
correction at once is the use of the term  
"hot dog." Do your part to see that it  
is dropped from the vocabulary of the  
meat industry. Cut it out!

# PRACTICAL POINTS FOR THE TRADE

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## New England Ham Specialty

The following questions are from a sausage-maker in Michigan:

Editor The National Provisioner:

We would like to ask if you can furnish us with information covering the making of New England ham specialty? This sausage, as we see it in the markets, is in cloth bags which are paraffined. The bags do not appear to be stained with cook water, and we imagine the meat is first cooked, then stuffed into bags, probably while hot, and afterwards paraffined.

We will appreciate complete directions on this subject.

New England ham specialty in bags is handled in identically the same manner as in a casing container. The meat is stuffed into the bags as it would be if a casing were used. Some packers smoke the product for 2 hours at a low temperature, others do not.

In using casings it is cooked at a temperature of 160°F. for about three and one-half hours, depending upon the size of the bag. As soon as removed from the cooking vat it should be thoroughly rinsed off with warm water, so as to remove grease and sediment which may have accumulated and clung outside of the bag during the cooking process. If grease is left on the surface of the bag the paraffine will not adhere as well.

Then allow the product to hang in natural temperature until the bags are thoroughly dry. It is a good practice to allow them to hang at least over night, allowing plenty of air to circulate. Paraffine wax, 118 to 120 melting degrees, should be used.

A special heating and dipping tank must be provided for this purpose. The paraffine wax should be heated and brought up to a temperature of 175°F. The heating tank must be so equipped so as to prevent any leakage or overflow of water into the paraffine.

Then give the product a momentary dipping. Allow it to remain in the paraffine wax while you count three, then raise up and hang on a rack made directly over the dipping tank. You will find that the paraffine wax will set quickly.

It is good practice to give a second dipping in a rapid manner, and hang on the rack again directly over the tank, so as to catch the drippings of paraffine wax.

As soon as the wax is set transfer to a hanging truck, but do not crowd the product together, for if crowded the paraffine will break and chip off.

The product may then be taken to the storage cooler. Carefully spread in hanging sections and use the utmost care in packing. Avoid rough handling at all times, so the wax will not chip off.

Do not use too much water in the manufacture of sausage that is intended for paraffined goods. In fact, use very little, as you will find the moisture will eventually work through the bag and cause the paraffine wax to blister and crumble.

Inasmuch as paraffined goods are manufactured especially for shipment to South-

ern climates, where the weather is extremely hot at certain seasons of the year, if too much water is used the product will sour.

This product is usually stuffed in bags weighing about 8 lbs.

### Formula for New England Ham.

Following are formula and directions for making this New England ham or pressed sausage, as it is variously called. The directions given here are for the product stuffed in beef bungs or bladders. For paraffined goods in cloth bags, the information is given above.

A standard formula is as follows:

#### Meats:

340 lbs. D. C. extra lean pork trimmings.  
60 lbs. D. C. boneless bull meat or boneless chucks, trimmed.

400 lbs.

Use a good selection of pork trimmings, at least 95 per cent lean. The most suitable trimmings are from blade bones, face and cushion bruised hams and heavy shoulders.

**Curing the Meats.**—Grind lean pork and beef through 1-inch plate of hashing machine, but cure the pork and beef in separate tierces, using the following curing formula for 360 lbs. of meat:

10 lbs. salt.  
2 lbs. granulated sugar.  
12 oz. nitrate of soda or saltpetre.

Put 360 lbs. of lean pork trimmings in the mixer, and add the curing ingredients named, and mix for about two minutes. Then pack in open tierces and add two gallons of No. 2 ham pickle (must be sweet), or 50° strength sweet pickle, and pour over the top of the meat packed in open tierces. Cure in the cooler at a temperature of 36° to 40° for five days.

The beef is to be ground and cured in the same manner.

Meat is cured in five days with this formula at these specified curing temperatures. If the meat is not used in eight days, it is then advisable to put a tight head in the tierce to exclude air and check deterioration, as the meat has a natural tendency to deteriorate when it has reached the point of cured age.

**Mixing.**—For a 400-lb. batch of New

England ham take 340 lbs. of these cured pork trimmings and 60 lbs. of this cured boneless beef. Grind the boneless beef through 1/4-inch plate of Enterprise hasher and then put in silent cutter and chop for about three minutes, adding enough chopped ice to keep the meat cool.

Then add the chopped beef to the 360 lbs. of dry-cured lean pork trimmings in the mixer and mix all together for about three minutes.

### Stuffing and Smoking.

**Stuffing.**—Then take to the stuffing bench and stuff in beef bungs, cut 18 inches in length, using all cap end bungs. Or it may be stuffed in a medium-sized dried beef bladder.

**Smoking.**—When the product is stuffed take to smoke house and smoke at a temperature of 120° for the first one and one-half hours. Then gradually raise the temperature to 130° for the next hour, and for the last hour raise to 140° temperature, making total time in smokehouse of about three and one-half hours, depending upon the draft of smokehouse and weather conditions.

**Cooking.**—When the desired color is obtained, remove from smokehouse and take to cook tank, and cook for two and one-half hours to three and one-half hours, depending upon size of the container, at a temperature of 160°.

At the expiration of the cooking time remove from cook vat and shower with cold water for about five minutes, and allow to hang in natural temperatures for two to three hours to partially chill before delivering to storage cooler.

The most satisfactory temperature to carry in storage cooler is 45° to 50°.

## Salt peter or Sodium Nitr.

The following inquiry is from a packer and curer in Michigan:

Editor The National Provisioner:

Will you kindly explain to me the difference, if there is any, in the action of nitrate of soda and nitrate of potash? I notice that some of your formulas call for the nitrate of soda, and it occurred to me that it may be more satisfactory in its action than nitrate of potash.

There are two grades of refined and double-refined salt peter very commonly used in sweet-pickle curing formulas; that is, Chile salt peter or nitrate of soda, and India salt peter or nitrate of potash. The common habit is to call one "nitrate of soda," and the other "salt peter."

About 12 lbs. more of salt peter than of nitrate of soda is used for each 1,000 gallons of 60° salometer plain pickle; in other words, 48 lbs. of nitrate of soda or 60 lbs. of salt peter.

In dry-curing formulas the difference would amount to about 2 ounces more of the salt peter than the nitrate of soda in curing 400 lbs. of green meat.

On a quick turn-over product, such as sausage material, there is no difference, practically speaking. The product is cured quickly, and in many cases additional amounts of salt peter are included in the spice formulas when chopping, to stimulate the curing ingredients; but the regular quantities called for by the formula are adhered to very closely in the curing of other products, particularly hams and bellies.

## Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Send a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, for a copy of the two articles on "Temperature Control in the Meat Plant," which appeared in recent issues.



## Cooking Pickled Tripe

The following inquiry is from a sausage room foreman in the Northwest:

Editor The National Provisioner:

Will you please give me a formula for making pickled tripe? I have never been able to cook tripe tender. How is it done? How should the tripe be handled before cooking?

Tripe should be well washed and all melts removed. Tripe is to be scalded and scraped as soon as possible after being taken from the carcasses. Scald at a temperature of 130° to 140° F., then scrape and put in a vat of cold water, where it is immediately washed and inspected for cleanliness.

Then take direct to cooking vats and cook at a temperature of 212° F. for three hours and fifteen minutes.

At expiration of cooking time shut off steam, turn on cold water and chill tripe in cooking vats, stirring the tripe while it is chilling to eliminate excess tallow. After product is chilled take to finishing tables. Do not chill less than four hours and not over twelve hours.

The finishing process is important work and should receive close attention. It is necessary to remove all of the original contents and thoroughly clean the tripe. Then put the finished tripe into a vat of cold water to wash off all the small pieces of fat which usually accumulate on the finishing bench. Do not allow tripe to remain in this vat any longer than necessary. The temperature of the water in this vat should not be over 40° F.

Cooked tripe is highly perishable and must be scalded, scraped and chilled promptly, and must be put in plain mild pickle within twenty-four hours after coming from carcass, if not used for sausage.

Plain pickled tripe should not be held in cure longer than 72 hours before shipping. If not shipped or used for sausage within 72 hours, and it is to be held longer, then it should be taken out of plain pickle and put in vinegar. Cured tripe should be packed 290 lbs. per tierce.

Curing pickle for plain pickled tripe: Plain brine, density 50° salometer, including eight-tenths of an ounce of nitrate of soda, or one ounce of saltpetre, per gallon. Use 45 grain vinegar for tripe.

When packing tripe for shipment, carefully inspect all packages for leakers, and reprime before closing the package.

## Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

## Color in Pork Sausage

A small packer and sausage maker in Indiana makes the following inquiry:

Editor The National Provisioner:

Kindly write me the details on how to make pinked pork sausage as to meat and mixing of same.

To produce a good color in fresh pork sausage, select strictly fresh pork trimmings, reasonably lean—about 75% lean and 25% fat.

A rocker will give you a cleaner cut than the hasher, which also helps the color. If plates and knives are not kept sharpened, the hasher crushes and heats the meat, which has a tendency to destroy color.

Shipped trimmings will not produce as bright a color as the strictly fresh trimmings.

Also use 4 ounces per hundredweight of granulated sugar and 1 ounce of saltpetre in the spice formula.

Chill pork sausage in a dry cooler temperature of 34° to 36° F., with plenty of air circulation. Install electric fans if necessary.

Concerns which are not operating under Government inspection sometimes use inside coloring, while others use fresh beef flanks, finely chopped and mixed with the pork trimmings, which greatly improves the color.

[Formula and directions for making fancy breakfast sausage have been published on this page. Reprint may be obtained by subscribers to THE NATIONAL PROVISIONER by sending 2-cent stamp.]

## Profits from Casings

result from the efficient and economic operation in production and sales.

### My Sales and Service

combination fulfill these needs. Write for details.

**ROY L. NEELY**

Broker of Casings Exclusively  
602 Webster Bldg. Chicago, Ill.  
Cable address "ROLESNELY"

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

These have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address the National Trade-Mark Co., Barrister Bldg., Washington, D. C., trade-mark specialists.

As an additional feature this company offers an advance search, **FREE OF CHARGE**, on any mark our readers may contemplate adopting or registering. This will avoid the possibility of filing an application, only to find that an existing trade-mark prevents its use.

### TRADE MARK REGISTRATIONS GRANTED.

Jacob Stern & Sons, Inc., New York, N. Y. For packaged meats. Filed Dec. 14, 1921. Serial No. 156,718.

Robert L. Eby Co., Lebanon, Pa. For sugar cured dried beef roll. Filed Aug. 25, 1922. Serial No. 168,671. Trade mark: EBCO.

Swift & Company, Chicago. For dried beef. Filed Nov. 21, 1923. Serial No. 188,646. Trade mark: DELICO.

Frank & Company, Milwaukee, Wis. For sausage. Filed Dec. 1, 1923. Serial No. 189,105. Trade mark: TEA SUMMER.

### FRANK'S

Genuine Milwaukee Tea Summer Sausage

"Made as only Frank knows how—Since 1868"

Frank and Company Milwaukee, U. S. A.

F. A. Ferris & Co., Inc., New York, N. Y. For bacon. Filed Sept. 17, 1923. Serial No. 185,864. Trade mark: GRILL ROOM.

B. Heller & Co., Chicago. For cereal products used as a binder in sausage, meat loaves, etc. Filed Nov. 9, 1922. Serial No. 171,785. Trade mark: BULL MEAT BRAND.

### TRADE MARK APPLICATIONS.

Libby, McNeill & Libby, Chicago. For fresh, prepared, pickled and canned beef, veal, pork, mutton and poultry; sausage, meat extracts, bouillon cubes, canned soups and other food products. Trade mark: LIBBY'S, with a triangle. Application, serial No. 174,172. Class 46, Foods and Ingredients of Foods. Claims use since 1879.

Edward Smith Packing Co., Buffalo, N. Y. For fresh meats. Trade mark: MOTHER'S CHOICE. Application, serial No. 175,410. Class 46, Foods and Ingredients of Foods. Claims use since Dec. 15, 1922.

Swift & Company, Chicago. For oleo-margarine. Trade mark: LINCOLN. Class 46, Foods and Ingredients of Foods. Claims use since Jan. 15, 1893.

Hart & Johnson Sausage Co., Johnson City, Tenn. For sausage, lard, bacon, fresh and smoked hams. Trade mark: FARM LIKE. Class 46, Foods and Ingredients of Foods. Claims use since March 15, 1922.

The Rath Packing Co., Waterloo, Ia. For bacon, hams, boiled hams, lard, sliced bacon, jellied meat and sausage. Trade mark: RATH'S. Application, serial No. 192,306. Class 46, Foods and Ingredients of Foods. Claims use since on or about Jan. 1, 1913.



## PUTS MORE PROFIT IN SAUSAGE MAKING

Temperature control that is positive throughout the various cooling stages of sausage making can be accomplished by Baker System Refrigeration at a phenomenally low cost.

With proper temperatures the quality of your product will increase and the demand for your sausage grow larger. This means more profits.

### Every Baker Plant Built to Order.

Your Baker Plant is built to meet the refrigerating problems you have in your place. We invite you to submit your problem to our Board of Engineers for solution. No obligation.

**Baker Ice Machine Co.**  
Omaha, Nebraska.

## CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for January, February, March and April, 1924, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS ON HAND			
(A) (1) PRODUCED			
	1924	1923	
	Pounds.	Pounds.	
January	227,080,000	181,296,799	
February	188,348,000	158,557,000	
March	177,602,000	173,551,000	
April	170,104,000	179,292,000	
Total	763,134,000	692,696,799	
CONSUMED			
(B) (2) Exports			
	1924	1923	
	Pounds.	Pounds.	
January	136,153,858	111,157,013	
February	102,398,223	91,535,927	
March	102,955,004	112,141,024	
April	Not available	88,001,294	
Total	Not available	403,435,258	
(C) Domestic			
	1924	1923	
	Pounds.	Pounds.	
January	86,745,142	62,651,819	
February	71,471,777	64,185,753	
March	57,534,996	53,767,976	
April	Not available	72,182,706	
Total	Not available	252,788,254	
(D) STOCKS HELD END OF MONTH.			
	1924	1923	
	Pounds.	Pounds.	
On hand beginning of year	49,340,000	48,807,713	
January	54,130,000	56,295,680	
February	68,610,000	59,101,000	
March	85,722,000	66,743,000	
April	101,945,000	85,251,000	

(A) Includes entire production, both neutral and other edible, by federal inspected plants, and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packing house plants only.

(1) Source: Bureau of Agricultural Economics, Dept. of Agriculture.

(2) Source: Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

## CANNED MEAT EXPORTS.

Total exports of canned meats from the United States during the month of April, 1924, totaled 1,754,971 lbs., with a value of \$483,643. For the 10 months ended April the exports were 14,650,202 lbs., valued at \$4,219,592. For the month of April, 1923, the exports were 1,316,615 lbs., with a value of \$447,591. For the 10 months ending April, 1923, the exports were 12,182,193 lbs., valued at \$4,229,786.

Exports of canned beef for April, 1924, were 114,536 lbs., with a value of \$38,913. For the 10 months period ending April, 1924, the exports amounted to 1,367,069 lbs., valued at \$320,458. During April, 1923, 116,949 lbs. of canned beef were exported, with a value of \$27,550. In the 10 months period ending April, 1923, the canned beef exports amounted to 1,903,331 lbs., with a value of \$520,349.

Canned sausage exports during April, 1924, amounted to 215,019 lbs., valued at \$55,404; for the 10 months ending April, 1924, 2,568,431 lbs. of canned sausage were exported, with a value of \$725,744. During April, 1923, canned sausage exports were 220,233 lbs., valued at \$59,962. For the 10 months' period ending April, 1923, exports of canned sausage amounted to 2,267,466 lbs., with a value of \$601,253.

## LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1 to May 26, were 26,824,743 lbs.; tallow, 234,000 lbs.; greases 2,835,600 lbs.; stearine, 10,000 lbs.

## Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

## APRIL MEAT PACKING.

The aggregate April sales in dollars reported by 48 meat packing companies in the United States to the Federal Reserve Bank of Chicago, were 0.7 per cent greater than in March, but 2.6 per cent less than the corresponding period last year. Production remained at about the same rate as in the preceding month, although it declined somewhat toward the close of April.

May 1 inventories shrank slightly from the volume at the beginning of April, but lard holdings increased. Prices of veal and lard eased somewhat, and pork loins showed a strengthening tendency. Wholesale prices of most other products varied little from those prevailing at Chicago during March.

## PACKER WAGES AND HOURS.

The hourly rate of wages in representative packing houses of the country in 1923, for employees from 13 departments, was 48.7c for male and 35.6c for female, according to figures just published by the Bureau of Labor Statistics of the U. S. Department of Labor.

The 13 departments for which data are shown are cattle killing, hog killing, sheep and calf killing, offal, hide, casing, cutting of fresh beef, cutting of fresh pork, lard and oleo oil, sausage, cured-meat, canning, and maintenance and repair departments.

The figures do not include wages of officials, clerks, salesmen, or other packing house employees.

These same department showed an hourly wage of 50.4c for men in 1921 and 36.2c for women; in 1917 the rate for males was 27.1c and for females 17.9c.

The average basic or regular full-time hours per week were increased between April, 1921, and the period covered by the 1923 study, the average for males in all departments being 52.3 in 1923 and 48.2 in 1921; and for females 52.8 in 1923 and 48.3 in 1921. The increase is due to a change from an 8-hour day or 48-hour week in 1921 to a 9-hour day or 54-hour week in 1923.

## APRIL MEAT EXPORTS.

Domestic exports of meats and fats for the ten months ended April, 1924, show large increases over those for the same period ending April, 1923. The increase in total meats was approximately 17 per cent, while an increase in animal oils and fats amounting to 10 per cent was recorded. Such increases were due to increased demand for pork products from the United Kingdom and Central Europe.

Average export value of meat products for the ten months ending April, 1923, amounted to 15.95 cents per pound declined for the period ending April, 1924, to 13.78 cents per pound. On the other hand, the export value of animal oils and fats which for the ten months period ending April, 1923, amounted to 11.83 cents per pound, increased for the period ending April, 1924, to 12.39 cents per pound.

Following the usual trend at this season of the year, April exports of both meats and fats have shown a small decrease from those of March. The April exports follow, as reported by the U. S. Department of Commerce:

	1924	1923	1924	1923
—10 mo. ended April—				
Total meats and meat products.....lbs.	73,212,563	84,518,219	893,526,739	765,333,083
Value.....\$	9,907,184	12,793,444	123,684,737	121,751,279
Total animal oils and fats.....lbs.	96,965,182	105,850,545	1,121,552,323	1,015,644,847
Value.....\$	11,349,815	13,140,738	138,943,479	120,508,455
Beef, fresh.....lbs.	202,130	160,141	2,520,078	3,416,365
Value.....\$	38,674	27,229	428,174	517,018
Beef, pickled, etc.....lbs.	1,848,137	1,936,466	18,223,982	20,466,186
Value.....\$	184,084	213,451	1,808,990	1,931,004
Pork, fresh.....lbs.	1,982,721	4,177,404	46,334,962	38,077,173
Value.....\$	235,764	634,499	6,520,520	5,968,010
Wiltshire sides.....lbs.	2,164,237	.....	.....	.....
Value.....\$	282,612	.....	.....	.....
Cumberland sides **.....lbs.	3,142,817	.....	.....	.....
Value.....\$	432,554	.....	.....	.....
Hams and shoulders.....lbs.	25,848,019	33,738,072	313,743,710	258,405,848
Value.....\$	3,729,261	5,350,120	48,450,562	45,926,361
Bacon.....lbs.	26,390,226	34,790,325	380,126,727	345,116,406
Value.....\$	3,007,355	4,693,342	47,676,207	51,178,686
Pickled pork.....lbs.	2,351,976	2,763,011	33,511,561	35,513,704
Value.....\$	268,065	343,123	3,861,560	4,350,469
Oleo oil.....lbs.	8,080,686	8,319,156	76,493,567	88,019,821
Value.....\$	1,033,424	1,031,234	9,387,134	9,997,395
Lard.....lbs.	73,307,102	85,474,841	892,775,532	794,837,476
Value.....\$	8,809,755	10,727,099	114,697,496	97,498,867
Neutral lard.....lbs.	2,041,018	3,126,453	19,022,437	23,167,836
Value.....\$	253,711	365,113	2,580,683	2,906,024
Lard compounds—animal fats.....lbs.	624,761	671,060	5,874,354	10,158,397
Value.....\$	76,524	95,199	799,871	1,259,012
Margarine, animal fats.....lbs.	72,601	247,496	905,857	1,846,290
Value.....\$	11,219	42,414	159,007	290,023
Cottonseed.....lbs.	2,858,128	5,094,797	35,588,103	59,084,014
Value.....\$	278,437	546,870	3,677,118	5,970,412
Lard compounds, vegetable fats.....lbs.	405,094	439,412	5,826,110	16,906,702
Value.....\$	61,098	71,829	830,241	2,064,435

\* Included in "hams and shoulders" prior to January 1, 1924.

\*\* Included in "bacon" prior to January 1, 1924.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### New Low Levels, Further Liquidation Demand Still Disappointing—Hog Movement Moderate—Hog Prices Steady.

New low levels were again made in the provision market with trade quiet and demand comparatively small. The selling pressure appeared to be largely the result of persistent tired liquidation, while the lard market was affected by the constant accumulation of stocks, pressure of supplies and lack of foreign demand in an active way.

The situation is disappointing to holders of product which continue under pressure and the spread between hogs and product appears to be about as narrow as at any time, although there is some evidence of increasing belief that the market will possibly stabilize around this level, particularly if there is any evidence of any special falling off in the hog supply.

#### Causes Some Nervousness.

The position of the market is such as to cause for or less nervousness in the general position of the supplies and demand. There is such a disappointing foreign demand that stocks of lard are accumulating notwithstanding the more moderate hog movement. This situation naturally brings considerable hedging pressure on the market. The export shipments have recently been on quite a moderate scale due to the falling off in demand some weeks ago, and with the action of the foreign exchange market, there has been very little evidence of any resumption of liberal export shipments.

The domestic distribution of lard has been increasing however. Analysis of the supply and distribution for the four months ended with April showed that the total distribution increased 44,000,000 lbs.

in that period of four months compared with the four months last year. The distribution for the month of April was 8,000,000 lbs. in excess of last year. The total increase in the domestic use has been the equivalent of the product of 1,250,000 hogs.

Comparison of the fat distribution, of oil and lard, shows a decrease for nine months the total disappearance of oil this year of 37,000,000 lbs. while the increase in lard consumption in four months has exceeded this figure.

The supply and distribution of lard in pounds since January 1st compared as follows in thousands of pounds (000 omitted):

#### Supply and Distribution of Lard.

	1924.	1923.
	April.	4 mos. April.
Stocks beginning period.....	85,722	49,340
Production .....	170,104	763,743
Total supply .....	255,826	813,083
Exports .....	73,348	414,833
Stocks end of period.....	101,945	101,945
Total deductions .....	175,293	516,798
Domestic demand .....	80,533	296,285
Average per month.....	80,533	74,071

The increase in the distribution of lard into domestic channels has been 43,395,000 lbs. or an average of nearly 11,000,000 lbs. a month. This increase in the lard domestic use may possibly account for the decrease in the consumption of cottonseed oil in the domestic markets, which is possibly partly accounted for by the relative price.

Exports of lard have been decreasing of late throwing a larger supply on the domestic market which in turn has been reflected in the increase in stocks.

From the high average price of hogs the market has declined about  $\frac{1}{4}$ c. This price was the high of the year, and represented an advance of 1.10c per pound from the low average which was made late in the Fall. The hog market has been remarkably steady with this gain from the low point, while the product market has been on a decline with a constant narrowing of the spread between hogs and product. This narrowing of the spread has eliminated quite a little of the profit in packing, and made it quite difficult to take care of the livestock movement and get out whole.

The steadiness in corn has been one factor in the action of the hog market, but there seems to be some evidence of a little

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Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day or per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

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Please send me .... copies of the Short Form Hog Test for daily figuring.

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## Keep the Heat Right

and you keep the money in the meat!

**S**HRINKAGE of hams in cookers and in the smokehouse—shrinkage of sausage in steam boxes—how many hundreds, perhaps thousands of dollars, did these *unseen losses and profit leaks* steal from you last year?

However careful your men may be in controlling temperatures on these processes, and no matter how small your losses are, this simple **FREE** test will amaze you. It will show how **LARGE** are those seemingly "small" losses due to Shrinkage—Waste of Steam or Gas used for heating—Spoiled Product and Waste of men's time. Turn these losses into Extra Profits with a Powers regulator. Test one for 30 days without cost or obligation. They accurately control temperatures—Need no attention—Save their cost several times a year—are easy to install and simple in operation.

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#### Investigate these Claims

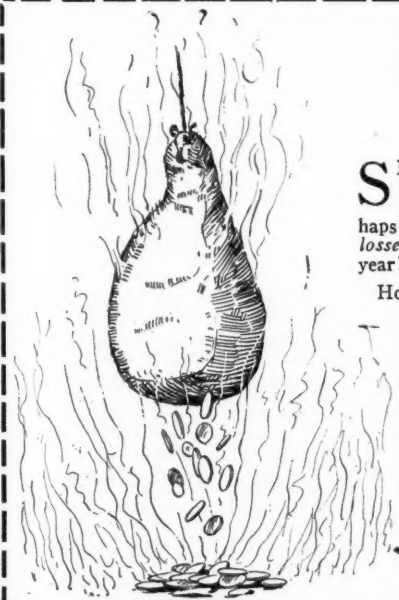
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increase in the corn movement which may be felt later.

The hog-corn ratio is still quite unsatisfactory, and not conducive to any increase in the total production.

**Smaller Packing Operations.**

The packing is steadily running behind last year, the loss so far being very close to 1,000,000 hogs since the first of the summer season. If this falling off continues it will make for some improvement in the conditions, although another factor is developing which is showing evidence of some depressing influence. There is a constant increase in unemployment, and this is beginning to bring some apprehension that the domestic demand for meats will be influenced adversely.

Since March 1st the decrease in production of lard on the basis of the packing returns should have been about 24,000,000 lbs. while the increase in the domestic consumption for the four month period ending with May 1 was about 44,000,000 lbs. or a net change in the supply of lard of 68,000,000 lbs. yet the stocks are considerably in excess of last year, which reflects the

influence of the important decrease in exports the past several weeks.

**LARD**—The market was rather heavy with poor export call the feature. Domestic trade quite good. At New York prime western was quoted 10.90@11.00c, middle western 10.75@10.85c. City 10½c, refined continent 11.50c, South American 12¼c, Brazil kegs 13¼c, and compound 11½@11¾c. At Chicago regular lard in round lots was quotable at May price, loose lard sold .95c under May and leaf lard .87½c under May.

**PORK**—The market was partly stronger with a fair demand reported generally. At New York mess was quoted at \$27, family \$27, short clears \$22@26. At Chicago mess pork was quoted at \$23.

**BEEF**—The market was very steady with demand reported as fairly good and with mess at New York \$16@17, packet \$17@18, family \$21@23, extra mess \$33@35. No. 1 canned corn beef \$2.35—No. 2, \$4—pickled tongues, barrels \$55@65, nominal.

SEE PAGE 37 FOR LATER MARKETS.

**BRITISH PROVISION MARKET.**

(Special Letter to The National Provisioner.)

Liverpool, England, May 17, 1924.

Our market this week has shown considerable improvement—the trade now taking more interest in American meats. This is due to improvement in Irish and Danish Wiltshires. Cumberland cuts and hams have been in good demand and prices have made advances, and are likely to show further improvement next week.

Bellies are also in better request, and we think these will also be better in the near future. Lard is in good supply, the demand being quite fair, but prices do not show any encouragement to buyers.

It now looks as if the worst of the market is over for the year, and that we will have a much better trade for the future, and at prices which should show a better return to the shippers.

**EXPORTS OF PROVISIONS.**

Exports of provisions from the Atlantic and Gulf ports for the week ending May 24, with comparisons:

	PORK, BBLs.		From Nov. 1, 1923 to May 24, 1924.
	Week ended May 24, 1924.	Week ended May 26, 1923.	
United Kingdom .....	75	1,909	
Continent .....	1,246	14,557	
West Indies .....	709	1,255	
B. N. A. Colonies .....	290	290	
Other Countries .....	20	.....	
Total .....	709	2,796	28,742

BACON AND HAMS, LBS.			
United Kingdom .....	11,304,750	7,579,150	308,103,450
Continent .....	1,041,500	4,381,000	197,094,725
So. and Cent. Amer. ....	.....	87,200	46,000
West Indies .....	.....	929,600	451,000
B. N. A. Colonies .....	.....	40,000	.....
Other Countries .....	.....	133,700	1,632,500
Total .....	12,346,250	13,150,650	507,327,675

LARD, LBS.			
United Kingdom .....	5,680,339	3,054,550	149,538,163
Continent .....	3,437,630	10,730,220	372,265,100
So. and Cent. Amer. ....	142,000	577,000	2,143,000
West Indies .....	92,000	1,458,000	2,431,000
Other Countries .....	.....	41,000	114,332
Total .....	9,351,969	15,860,770	526,491,595

**RECAPITULATION OF THE WEEK'S EXPORTS.**

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York .....	3,232,250	6,059,900	.....
Boston .....	.....	68,000	.....
Philadelphia .....	.....	20,000	309,000
Baltimore .....	.....	.....	113,000
New Orleans .....	790	.....	234,000
Montreal .....	.....	9,026,000	2,636,000
Total week .....	790	12,346,250	9,351,969
Previous week .....	120	8,919,350	9,544,596
2 weeks ago .....	527	12,053,500	11,182,188
Cor. week, 1923 .....	2,796	13,150,650	15,860,770
Comparative summary of aggregate exports in lbs. from Nov. 1, 1923, to May 24, 1924.			
	1923-1924.	1922-1923.	Increase Decrease
Pork, lbs. ....	5,748,400	6,673,400	..... 925,000
Hams, lbs. ....	507,327,675	467,450,500	39,877,175
Lard, lbs. ....	526,491,595	554,513,771	..... 28,022,176

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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market the past week was moderately active and continues to display a weak undertone, although around the seven-cent level for extra New York, more interest was in evidence from consumers. Weakness in outside tallow accounted for the break the past week, outside tallow equal to extra selling down to seven cents, New York, and making the market.

The larger consumers were bidding the same prices for extra as the outside tallow was bringing, and would pay no more. Holders were not anxious sellers, but there was evidence of some liquidation, and the market, to some degree, was feeling the weakness in other oils and greases.

At Liverpool the market was dull and unchanged for the week with Australian fine quoted at 44s 3d, and Australian mixed at 42s 9d.

At the London tallow auction, 1,160 casks were offered and 349 were sold. Prices unchanged to 2s higher. Mutton, 43s 6d@45s; beef, 43s6d@44s9d; good mixed, 43s6d@44s6d.

At Chicago the market was reported quiet with offerings fairly plentiful. Chicago extra tallow at seven cents f.o.b. New York, with that figure bid and declined for further quantities. At New York special was quoted at 6¼@6¾c, extra at 7c, and edible at 8c, nom. At Chicago prime packer was quoted at 7c, fancy 7¼c, and edible at 7¾@8c.

**STEARINE**—The market continued quiet and in a weak position partly due to poor compound trade and with less active export interest. Offerings were moderate but oleo New York sold at 10c a decline of 1c from the recent high. At Chicago oleo was quoted at 10½c.

**OLEO OIL**—The market was moderately active and easier with a hand to mouth demand in evidence, with extra New York 12¾c, medium 11c, and the lower grades 10c. At Chicago the market was easier with extra 12¼c.

SEE PAGE 37 FOR LATER MARKETS.

**LARD OIL**—The market was somewhat easier and ¼c lower than a week ago with continued weakness in raw material. The break resulted in some betterment in demand. At New York edible was quoted at 13½@13¾c, extra No. 1 at 11c, No. 1 at 10½c, and No. 2 at 10¼c.

**NEATSFOOT OIL**—The market was irregular with the undertone heavy with demand quiet and raw material weak. Relative strength in pure oil due to scarcity. New York quoted at 15c, extra at 11c, No. 1 at 10½c, and cold pressed at 18½c.

**GREASES**—The market was somewhat weaker with reports of a limited demand and owing to a further decline in tallow. Offerings were rather liberal on the break. Export demand for choice white was below asking prices.

At Chicago more activity was noted on the decline. Choice white sold there at 6¾c f.o.b. with that figure bid. At New York yellow and choice house were quoted at 6¼@6¾c, A White at 6¾c, B White at 6¼@6¾c and choice White 8¾@8¼c. At Chicago brown was quoted at 5¾c, yellow 6@6¾c, A White 6½c, B White 6¼c, and choice white 6¾c.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 27, 1924.

A very small business is being done in tankage in this vicinity. The local producers are quite bear of stocks and buyers are not sufficiently interested to ask for quotations for future delivery. The fertilizer spring season is practically over and the business that is coming in now is mostly in carloads.

The South American tankage and blood markets are in good shape because Europe

has been a very heavy buyer and at much higher prices than can be secured in this country, and very large quantities that would ordinarily be shipped to U. S. ports have gone to foreign buyers.

Nitrate of soda is firm and spot stocks are scarce and at some ports there is no spot nitrate to be had at all.

What is the by-product yield of a 1,000-lb. steer? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

## Packinghouse By-Products Markets

### Blood.

Chicago, May 28, 1924.

The blood market is about steady, with no new developments.

	Unit ammonia.
Ground .....	\$2.65@2.75
Crushed and unground.....	2.50@2.60

### Digester Hog Tankage Materials.

This market is not as strong as it has been talked. Big buyers are not in the market. A little buying here and there has given hope of higher prices, but they have not developed, and the market is slow.

	Unit Ammonia.
Ground, 10 to 12%, ammonia .....	\$2.35@2.50
Unground, 10 to 12%, ammonia .....	2.25@2.35
Unground, 7 to 9%, ammonia .....	2.00@2.15

### Fertilizer Tankage Materials.

The market on fertilizer tankage materials is about steady.

	Unit ammonia.
High grade, ground, 10-12%, ammonia.....	\$2.35@2.50
Lower grade, ground, 6-9%, ammonia.....	2.10@2.25
Medium to high grade, unground .....	1.75@2.00
Low grade and country rend, unground.....	1.50@1.65
Hoof meal .....	2.15@2.25
Grinding hoofs, pigs toes, dry .....	25.00@28.00

### Bone Meals.

The bone meals market is very quiet, being between seasons.

	Per ton.
Raw bone meal .....	\$26.00@28.00
Steamed, ground .....	17.00@19.00
Steamed, unground .....	14.00@16.00

### Cracklings.

The market on cracklings is about steady.

	Per ton.
Pork, according to grease and quality.....	\$40.00@50.00
Beef, according to grease and quality.....	25.00@35.00

### Bones, Horns and Hoofs.

The market on bones, horns and hoofs is about steady, with very little change. The bone market however, is a little quiet.

No. 1 horns .....	\$175.00@225.00
No. 2 horns .....	100.00@150.00
No. 3 horns .....	75.00@ 90.00
Culls .....	25.00@ 28.00
Hoofs, unassorted .....	30.00@ 35.00
Round shin bones, unassorted.....	55.00@ 65.00
Flat shin bones, unassorted.....	45.00@ 50.00
Thigh bones, unassorted.....	50.00@ 55.00

### Glue and Gelatin Stock.

The market for jaws, skulls and knuckles is a little easier, with \$30.00 considered the top now.

	Per ton.
Calf stock .....	\$28.00@29.50
Edible pig skin strips .....	65.00@75.00
Rejected manufacturing bones .....	38.00@40.00
Horn piths .....	20.00@22.00
Cattle jaws, skulls and knuckles.....	30.00@32.00
Junk and hotel kitchen bones .....	25.00@25.00
Sinews, pizzles and hide trimmings.....	18.00@20.00

### Animal Hair.

A little trading has developed at 2¼@2½c shipping point for summer coil dried hog hair. Recent quotations follow, delivered, Chicago basis:

Field and coil dried, lb.....	2¼@3c
Processed, lb. ....	5¼@6¼c
Dyed .....	6 @ 8c
Cattle switches (110 for 100) each.....	2 @ 3c
Horse tails, each .....	37½@40c
Horse mane hair, green, lb.....	8¼@9c
Unwashed dry horse mane hair, lb.....	12¼@13¼c

### Pig Skin Strips.

There is little demand for pig skin strips. Sellers have asked 4½c per lb., basis Chicago, while buyers are offering around 4¼c for No. 1 tanning grades, and a little trading has developed at 3¾@4c for Nos. 2 and 3.

## \$20 each while they last



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## COTTON OIL SITUATION

An analysis of the cottonseed oil situation for the months of August, September, October, November, December, 1923, and January, February, March and April, 1924, with comparisons for last season, made by Aspegren & Co., is as follows:

## MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	—Tons received—	1923-24.	1922-23.
On hand beginning of season.....	12,786	13,168	
August.....	159,218	100,470	
September.....	547,824	674,708	
October.....	963,464	971,047	
November.....	674,282	701,862	
December.....	378,518	369,981	
January.....	252,058	202,808	
February.....	146,875	82,029	
March.....	82,333	51,885	
April.....	44,129	18,383	
Total.....	3,261,287	3,196,379	
	—Tons crushed—	1923-24.	1922-23.
August.....	52,453	52,245	
September.....	247,845	327,090	
October.....	650,709	596,871	
November.....	611,674	607,388	
December.....	432,823	453,140	
January.....	408,062	464,980	
February.....	338,077	314,084	
March.....	233,948	202,858	
April.....	147,297	110,957	
Total.....	3,122,888	3,130,219	
Estimated seed receipts at crude mills season 1923-24.....	3,372,783	3,244,960	
On hand beginning of season.....	12,786	13,168	
Total.....	3,385,569	3,258,128	
Of which is so far crushed.....	3,122,888	3,130,219	
Destroyed at mills.....	7,446	4,031	
Seed on hand.....	130,953	61,529	
Seed still to be received.....	124,282	61,749	

130,953 tons seed on hand at 295 lbs. crude oil per ton is equivalent to 38,631,135 lbs. crude oil, which at 10% refining loss, equals 34,768,021 lbs. refined oil, or 86,920 barrels.

124,282 tons seed still to be received at 295 lbs. crude oil per ton is equivalent to 36,033,190 lbs. crude oil, which at 10% refining loss, equals 32,966,871 lbs. refined oil, or 82,492 barrels.

†Actual tons.

## MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	—Pounds produced—	1923-24.	1922-23.
On hand beginning of season.....	2,900,200	3,475,712	
August.....	14,464,442	14,303,208	
September.....	70,057,576	66,615,045	
October.....	192,534,145	180,780,606	
November.....	181,193,650	184,612,023	
December.....	128,121,983	139,525,004	
January.....	121,147,590	143,945,798	
February.....	100,188,797	100,551,142	
March.....	68,886,485	62,726,262	
April.....	45,104,047	39,124,502	
Total.....	924,598,924	965,637,302	
	—Pounds consumed—	1923-24.	1922-23.
August.....	13,251,586	12,614,156	
September.....	55,809,128	65,795,898	
October.....	148,763,268	145,982,414	
November.....	137,258,467	168,476,171	
December.....	129,848,619	151,196,656	
January.....	114,914,807	132,697,964	
February.....	103,736,740	100,250,472	
March.....	84,183,658	80,026,898	
April.....	77,068,516	55,427,408	
Total.....	864,834,789	942,470,776	

## DISTRIBUTION CRUDE OIL HOLDINGS.

	Aug. 1, 1923.	Aug. 31, 1923.
At mills.....	2,900,200	4,113,065
At refineries.....	1,032,229	673,530
In transit to refineries and consumers.....	1,170,910	2,644,060
Total.....	5,103,348	7,430,655
	Sept. 30, 1923.	Oct. 31, 1923.
At mills.....	18,361,513	62,132,390
At refineries.....	3,148,615	7,150,449
In transit to refineries and consumers.....	12,947,080	24,575,200
Total.....	34,457,208	93,858,039
	Nov. 30, 1923.	Dec. 31, 1923.
At mills.....	106,067,573	104,340,937
At refineries.....	9,977,978	10,243,489
In transit to refineries and consumers.....	23,716,980	26,278,750
Total.....	139,762,531	140,863,176
	Jan. 31, 1924.	Feb. 29, 1924.
At mills.....	110,573,728	107,025,777
At refineries.....	5,428,981	7,092,424
In transit to refineries and consumers.....	20,344,910	14,369,798
Total.....	136,347,619	128,517,999
	Mar. 31, 1924.	April 30, 1924.
At mills.....	61,718,604	59,704,135
At refineries.....	7,665,026	5,757,211
In transit to refineries and consumers.....	10,731,830	7,590,515
Total.....	110,115,460	73,111,861

73,111,861 lbs. crude oil at 10% refining loss equals 65,800,675 lbs. refined oil or 164,502 barrels.

## CRUSH PER TON.

During August 52,453 tons seed produced 14,464,442 lbs. crude oil, equivalent to 275.7 lbs. per ton, or 13.8%, compared to 13.7% last year.

During September 247,845 tons seed produced 70,057,576 lbs. crude oil, equivalent to 282.7 lbs. per ton, or 14.1%, compared to 14.8% last year.

During October 650,709 tons seed produced 192,534,145 lbs. crude oil, equivalent to 295.9 lbs. per ton, or 14.8%, compared to 15.1% last year.

During November 611,674 tons seed produced 181,193,650 lbs. crude oil, equivalent to 296.2 lbs. per ton, or 14.8%, compared to 15.2% last year.

During December 432,823 tons seed produced 128,121,983 lbs. crude, equivalent to 296.0 lbs. per ton, or 14.8%, compared to 15.4% last year.

During January 408,062 tons seed produced 121,147,590 lbs. crude oil, equivalent to 296.9 lbs. per ton, or 14.8%, compared to 15.5% last year.

During February 338,077 tons seed produced 100,188,797 lbs. crude oil, equivalent to 296.3 lbs. per ton, or 14.8%, compared to 16.0% last year.

During March 233,948 tons seed produced 68,886,485 lbs. crude oil, equivalent to 294.4 lbs. per ton, or 14.7%, compared to 15.5% last year.

During April 147,297 tons seed produced 45,104,047 lbs. crude oil, equivalent to 306.2 lbs. per ton, or 15.3%, compared to 17.6% last year.

Total—3,122,888 tons seed produced 921,698,715 lbs. crude oil, equivalent to 295.1 lbs. per ton, or 14.8%, compared to 15.4% last year.

## CONSUMPTION OF CRUDE OIL AS CRUDE OIL.

	February.	March.	April.
	Pounds.	Pounds.	Pounds.
At refineries beginning of season.....	1,032,229	1,032,229	1,032,229
In transit beginning of season.....	1,170,910	1,170,910	11,706,910
Shipped from crude mills up to last day of month.....	703,582,615	787,770,273	864,834,789

T'l accountable for 705,785,754 789,079,412 867,037,928

Used in refining.....658,286,995 741,807,008 827,176,020

Left to account for 47,498,759 48,172,344 39,858,908

Of which on hand at refineries and in transit.....21,492,222 18,396,856 13,347,726

Disappearance during season up to last day of month 26,006,537 29,775,488 26,511,182

Of which accountable for by exports of crude oil 17,878,526 20,658,547 22,049,413

Consumed in U. S. A. as crude.....8,128,011 9,116,941 4,461,769

## REFINED OIL.

	—Pounds produced—	1923-24.	1922-23.
On hand beginning of season.....	138,112,489	163,851,360	
August.....	11,707,524	10,642,725	
September.....	40,385,188	39,729,266	
October.....	122,016,977	125,589,446	
November.....	114,028,994	143,062,615	
December.....	107,854,506	129,740,235	
January.....	110,347,051	147,478,393	
February.....	90,266,400	104,657,671	
March.....	74,833,354	78,137,699	
April.....	76,488,294	56,516,047	
Total.....	886,130,846	999,435,427	
	—Delivered consumers—	1923-24.	1922-23.
August.....	81,153,066	67,651,075	
September.....	67,500,203	91,708,896	
October.....	92,991,015	123,555,754	
November.....	87,464,855	105,230,838	
December.....	86,068,900	77,570,581	
January.....	81,379,919	97,078,639	
February.....	61,118,180	74,720,432	
March.....	64,849,073	65,678,065	
April.....	75,123,334	59,224,948	
Total.....	669,703,653	762,218,248	

## DISTRIBUTION REFINED OIL HOLDINGS.

	Aug. 1, 1923.	Aug. 31, 1923.
At refineries.....	125,543,498	60,066,969
At other places.....	3,793,784	3,976,270
In transit from refineries.....	8,670,531	5,283,708
Total.....	137,997,813	69,326,947
	Sept. 30, 1923.	Oct. 31, 1923.
At refineries.....	35,128,793	57,352,037
At other places.....	2,201,098	7,070,728
In transit from refineries.....	4,252,041	6,185,129
Total.....	41,581,932	70,607,894
	Nov. 30, 1923.	Dec. 31, 1923.
At refineries.....	86,598,169	133,687,106
At other places.....	8,820,437	9,135,732
In transit from refineries.....	3,753,427	4,139,760
Total.....	97,172,033	146,962,600
	Jan. 31, 1924.	Feb. 29, 1924.
At refineries.....	157,717,802	193,063,783
At other places.....	8,974,655	8,737,637
In transit from refineries.....	9,237,275	3,256,512
Total.....	175,929,732	205,057,932
	Mar. 31, 1924.	April 30, 1924.
At refineries.....	203,468,689	202,952,485
At other places.....	7,873,595	8,640,165
In transit from refineries.....	3,719,949	4,834,543
Total.....	215,062,233	216,427,193

## AVERAGE REFINING LOSS.

During August 12,512,789 lbs. crude oil yielded 11,797,524 lbs. refined oil—7.92% loss compared to 10.31% loss last year.

During September 43,776,964 lbs. crude oil yielded 40,385,188 lbs. refined oil—7.75% loss compared to 9.68% loss last year.

During October 133,397,717 lbs. crude oil yielded 122,016,977 lbs. refined oil—8.53% loss compared to 7.01% loss last year.

During November 125,494,437 lbs. crude oil yielded 114,028,994 lbs. refined oil—9.14% loss compared to 6.58% loss last year.

During December 118,434,339 lbs. crude oil yielded 107,854,506 lbs. refined oil—8.83% loss compared to 7.02% loss last year.

During January 123,320,731 lbs. crude oil yielded 110,347,051 lbs. refined oil—10.52% loss compared to 7.05% loss last year.

During February 101,040,998 lbs. crude oil yielded 90,266,400 lbs. refined oil—10.07% loss compared to 8.01% loss last year.

During March 83,520,073 lbs. crude oil yielded 74,833,354 lbs. refined oil—10.40% loss compared to 7.73% loss last year.

During April 85,371,952 lbs. crude oil yielded 76,488,294 lbs. refined oil—14.41% loss compared to 6.67% loss last year.

Total 827,179,020 lbs. crude oil yielded 748,018,357 lbs. refined oil—9.57% loss compared to 7.29% loss last year.

## SHIPMENTS OF REFINED OIL.

	—Export pounds—	1923-24.	1922-23.
August.....	1,396,927	1,679,268	
September.....	1,028,332	3,531,357	
October.....	1,260,337	3,292,926	
November.....	1,481,990	9,166,261	
December.....	1,425,316	5,764,885	
January.....	1,395,977	3,529,909	
February.....	1,088,563	2,491,179	
March.....	1,279,790	97,078,639	
April.....	1,497,262	2,154,490	
Total.....	11,735,503	33,715,722	

	—Domestic pounds—	1923-24.	1922-23.
August.....	79,846,139	65,971,810	
September.....	66,531,871	88,177,539	
October.....	91,730,678	120,302,828	
November.....	85,982,865	96,064,577	
December.....	56,638,683	11,005,676	
January.....	70,983,942	93,548,780	
February.....	60,028,626	72,229,253	
March.....	63,569,274	63,532,586	
April.....	73,656,072	57,070,468	
Total.....	657,968,150	728,503,526	

	—Total pounds—	1923-24.	1922-23.
August.....	81,153,066	67,651,075	
September.....	67,500,203	91,708,896	
October.....	92,991,015	123,555,754	
November.....	87,464,855	105,230,838	
December.....	86,068,900	77,570,581	
January.....	81,379,919	97,078,639	
February.....	61,118,180	74,720,432	
March.....	64,849,073	65,678,065	
April.....	75,123,334	59,224,948	
Total.....	669,703,653	762,218,248	

## REFINED OIL—Summary in barrels of 400 pounds.

	—Produced—	1923-24.	1922-23.
Old crop stock.....	345,281	409,623	
August.....	29,484	26,607	
September.....	100,963	99,823	
October.....	306,042	313,974	
November.....	285,073	357,731	
December.....	209,636	324,351	
January.....	275,968	368,696	
February.....	225,666	261,644	
March.....	187,083	195,844	
April.....	191,221	141,290	
Total.....	2,215,327	2,498,588	

	—Consumed—	1923-24.	1922-23.
August.....	202,883	169,128	
September.....	168,900	229,272	
October.....	232,478	308,889	
November.....	218,662	263,077	
December.....	145,160	183,427	
January.....	203,450	242,097	
February.....	152,795	186,801	
March.....	162,123	164,195	
April.....	187,083	148,062	
Total.....	1,674,259	1,905,548	

—On hand—

	1923-24.	1922-23.
August.....	171,892	267,107
September.....	103,935	137,158



## VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Irregular—Undertone Weak—Cotton Weather Unsatisfactory — Lard Makes New Lows—Cash Oil Demand Fair.**

The market for cottonseed oil futures on the New York Produce Exchange has been more or less irregular, prices moving within narrow limits, but the undertone, everything considered, continued a very heavy one. There were numerous rallies, for one reason or another, but the speculative demand did not follow the rallies, and increased offerings tended to check the upturns. Sentiment was mixed, but the persistent weakness in lard continued a very depressing factor and a very difficult one to overcome.

The weather in the south was again cool and showery, and more or less unsatisfactory, but this failed to bring along any buying power. After causing a little uneasiness among shorts, weather conditions fell flat as a factor, with somewhat higher temperatures the early part of this week.

### Commission House Trade Small.

Commission house trade at all times was small and mixed. Profit taking was not readily absorbed, while the market

appeared to respond both ways rather quickly to orders, possibly due to the narrowness of the market. At times it was difficult to fill buying orders, and at other times it was impossible to execute selling orders satisfactorily.

Refiners' brokers continued to absorb July and sell Sept., while there was some buying of Aug. against sales of Sept., credited to refiners. The interest in the new crop deliveries remained rather light, with moderate selling said to have come from the South, but it was noticeable that the disposition was for Oct. to narrow its discount under July.

The lard market continued its recent action by constantly dipping into new lows for the season, and July lard was down to around .70 over July oil. This differential would be a satisfactory one were there any important foreign demand for lard, but the lack of export lard trade continued to make for severe competition with compound, and owing to the relative weakness in lard, compound continued to move into consumptive channels in a very limited way. Cash oil trade was, on the whole, fairly satisfactory, with a routine business steadily passing, and occasionally a spurt of activity was noticeable.

The weakness in all other greases and oils naturally came in for sympathetic influences and tended to make for a holding off policy on the part of consumers, resulting more or less in hand-to-mouth buying. Consumers' stocks of oil are known to be small, but there is a confident feeling current that there are sufficient supplies for all necessities, and it appeared as though it would take some real damage to the cotton crop to bring about a general change in sentiment.

### Poor Start for Cotton.

The cotton crop is getting away to a rather poor start. The past week has witnessed a number of private condition reports ranging from 66.1% to 66.7%, against the Government early-June condition report last year of 71% and a ten-year average of 72.8%. The private reports indicated a crop of 11,100,000 to 11,350,000 bales, or considerably less than what the oil trade a few weeks ago was talking. A poor start to the cotton crop, especially this early in the season, counts for very little, as the crop is made or lost mainly during the months of July and August.

However, the outlook will have effect upon sentiment sooner or later, especially should the boll-weevil make its appearance in damaging numbers. In the meantime the market has to go through the period when ordinarily there is considerable selling "on scenery" and with early advices of an unfavorable nature, a week or two of clear, warm weather will bring

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about better crop reports, and possibly some bear pressure with it.

In refining quarters a good May consumption is anticipated. Already there is talk of upwards of 150,000 bbls. against 129,000 last year. It is contended that consignments of oils by mills to refineries have been duplicated in the Government figures, and that this accounted, in part, for the larger April consumption than the trade had figured upon.

This being the case, it is said that the May consumption will be larger than the actual distribution, as it is reported that the mills have disposed of more consigned oil during May than they did during the month of April. In some quarters it is believed that there is a possibility that the May consumption figures might show up as well as those of April, when over 187,000 bbls. was reported.

#### Crude Markets Steady.

The crude markets have been rather steadily held around the eight-cent level, but at that figure, considerable oil appeared to be for sale. In the southeast some small sales were reported at 8c, while in the Valley a moderate amount passed at 7½c, nominal, with eight cents asked.

The action in futures did not permit the paying of eight cents for crude oil, so that most of the time buyers and sellers were apart in their ideas. Some of the larger

refiners believe that there is very little crude oil held in the south, and what remains is in strong hands, so that further declines will be difficult to dislodge the oil.

Aside from the fundamental situation in oil, the speculative situation demands some attention. From a speculative long market, cotton oil has swung over to being a speculatively short one. In other words, at the high prices of the season the market was long and now, at the season's lows, it is short. The technical position thereby has been strengthened somewhat, but it will take some change in the fundamental situation to scare the shorts to covering.

At any rate, the visible stocks are rapidly on the decrease, and the market is nearly six months away from any new oil. In the meantime, the trade has to depend upon remaining old supplies, and for at least five months can get no new oil, whether the cotton belt raises 10,000,000 or 15,000,000 bales.

The distant oil months around the present levels cannot be considered as high, and stocks of oil everywhere are surely not burdensome. To the casual observer, it would appear as though entirely too much pessimism prevails as to future lard and oil values, especially so after the markets have gone through a long period of liquidation and declining prices.

#### COTTONSEED OIL—Market transactions—

Thursday, May 22, 1924.

	—Range—		—Closing—	
Sales.	High.	Low.	Bid.	Asked.
Spot .....			950 a	1000
May .....	100	960	950 a	970
June .....			950 a	962
July .....	2600	967	963	964
Aug. ....			974 a	976
Sept. ....	2200	987	983	982 a
Oct. ....	1200	946	943	939 a
Nov. ....	100	885	885	884 a
Dec. ....			870 a	880

Total sales, including switches, 6,800 P. Crude S. E. 787½-800.

Friday, May 23, 1924.

	—Range—		—Closing—	
Sales.	High.	Low.	Bid.	Asked.
Spot .....			925 a	975
May .....	100	948	948	925 a
June .....			930 a	950
July .....	8300	962	946	947 a
Aug. ....	1900	965	962	961 a
Sept. ....	6500	975	968	967 a
Oct. ....	400	930	925	922 a
Nov. ....			858 a	870
Dec. ....	900	870	852	851 a

Total sales, including switches, 22,500 P. Crude S. E. 787½ Noml.

Saturday, May 24, 1924.

	—Range—		—Closing—	
Sales.	High.	Low.	Bid.	Asked.
Spot .....			955 a	975
May .....			950 a	960
June .....			950 a	960
July .....	900	954	947	954 a
Aug. ....	500	963	963	968 a
Sept. ....	700	979	974	977 a
Oct. ....	100	932	932	933 a
Nov. ....			870 a	880
Dec. ....			862 a	880

Total sales, including switches, 2,800 P. Crude S. E. 787½ Sales.

Monday, May 26, 1924.

	—Range—		—Closing—	
Sales.	High.	Low.	Bid.	Asked.
Spot .....			965 a	1000
May .....			965 a	1000
June .....			965 a	980
July .....	2100	969	960	969 a
Aug. ....			982 a	985
Sept. ....	3000	992	984	991 a
Oct. ....	600	948	945	950 a
Nov. ....	300	890	890	890 a
Dec. ....			881 a	885

Total sales, including switches, 8,200 P. Crude S. E. 790-800.

Tuesday, May 27, 1924.

	—Range—		—Closing—	
Sales.	High.	Low.	Bid.	Asked.
Spot .....			950 a	975
May .....			950 a	975
June .....			950 a	975
July .....	2100	965	961	964 a
Aug. ....			975 a	980
Sept. ....	900	987	985	986 a
Oct. ....	200	945	939	944 a
Nov. ....			880 a	895
Dec. ....			870 a	880

Total sales, including switches, 3,200 P. Crude S. E. 800 Sales.

Wednesday, May 28, 1924.

	—Range—		—Closing—	
Sales.	High.	Low.	Bid.	Asked.
Spot .....			950 a	975
Jan. ....			867 a	880
May .....				
June .....			950 a	970
July .....			960	957 a
Aug. ....			962 a	967
Sept. ....			985	977 a
Oct. ....				933 a

SEE PAGE 37 FOR LATER MARKETS.

**COCOANUT OIL**—The market was somewhat weaker, but at the lower levels a much better demand developed. Sales were reported of 2,000 tons of Manila oil, summer shipment, at 7.70c, bulk, c. i. f. New York, to prominent soap makers and another quantity at 7½c, bulk, c. i. f. Pacific coast ports. The undertone, however, continued unsteady, and copra was ¼c lower at 4¼c Pacific coast and 5c New York.

At New York Ceylon in barrels was quoted at 9@9¼c, tanks 8.10@8.15c, tanks coast 7¾@7¾c, edible, barrels New York 10¼@10¼c; Cochin barrels New York 9¾@9¼c.

**SOYA BEAN OIL**—Generally the market was quiet, but bulk oil was offered, c. i. f. Pacific coast ports, May-June shipments from the Orient, at 7c in bond. At New York crude barrels was quoted at

### THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

### BROKERS EXCLUSIVELY

### VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil

### COTTON OIL FUTURES

On the New York Produce Exchange

### The Procter & Gamble Co.

Refiners of all Grades of

### COTTONSEED OIL

Puritan, Winter Pressed Salad Oil  
Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Sterling, Prime Summer Yellow  
Moonstar Coconut Oil  
P&G Special (Hardened) Coconut Oil  
IVORYDALE, OHIO  
PORT IVORY, N. Y.  
KANSAS CITY, KAN.  
MACON, GEORGIA  
DALLAS, TEXAS  
HAMILTON, CANADA  
White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil  
General Offices:  
CINCINNATI, OHIO  
Cable Address: "Procter"

12@12½c, tanks 10.35@10.40c, tanks coast 9¾@7¾c, edible bbls. New York 12c.

**PEANUT OIL**—The market was somewhat easier, with demand limited, owing to the relatively high prices prevailing. At New York refined in barrels was quoted at 14½@14¾c.

**CORN OIL**—The market steadied slightly, with a little betterment in demand, but consumers were holding off, owing to the heaviness in cotton oil. Sales of crude corn oil f. o. b. mills, were reported at 8@8½c. Crude, barrels New York, quoted at 10@10¼c; refined barrels 11¾@12c, and in cases \$13.38. Tanks Chicago 8½c.

**PALM OIL**—The weakness in tallow made for a continued slow demand for palm oil, and also caused unsteadiness in prices. Lagos was relatively firm, owing to limited stocks. At New York Lagos spot was quoted at 7¾@7½c; shipments 7@7.10c; Niger, spot, 6.45@6.50c—shipment 6¾@6½c.

**PALM KERNEL OIL**—The market was dull and about steady, with casks, New York, quoted at 8¾c.

**SESAME OIL**—A rather slow trade has been the feature, owing to the weakness in cotton oil. Edible, bbls., New York, was quoted at 11¼@11½c, and oil for shipment from abroad at 11¼@11¾c.

**COTTONSEED OIL**—Demand reported as fair, but the undertone rather weak, P. S. Y. spot, barrels, New York 9¾@10c. Southeast crude 8c; Valley 7¾c and Texas 8c asked.

#### SOUTHERN MARKETS.

##### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 28, 1924.—Only few scattering lots crude unsold, 8c bid, Valley, nothing offering. Refined more active, bleachable scarce and in urgent demand, tendency higher. Thirty-six per cent meal, \$37.00; 41% meal, \$39.40; 43% meal, \$41.40; loose hulls, \$15.80; sacked hulls, \$19.00, all delivered New Orleans.

##### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 28, 1924.—Crude cottonseed oil, 7¾c bid, nothing offered; cracked cake and meal, \$34.50 and slab cake \$32.25 per ton bid, no movement; hulls \$10.25@10.50 per ton on location; linters first cut, 8½@9½c; second cut, 3½@4½c; mill run, 4½@7½c, quiet.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 28.—Latest quotations on chemicals and soapmakers' supplies:

76 per cent caustic soda, \$3.76@3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.45 per cwt.; 58 per cent carbonate of soda, \$2.04@2.10 per cwt.

Clarified palm oil in casks of 2,000 lbs., 7½@7¾c lb.; olive oil foots, 10@10¼c lb.; East India Cochin cocoanut oil, 13½@14c lb.; Cochin grade cocoanut oil, domestic, 10¾@11c lb.; Ceylon grade cocoanut oil, 9¾@10c lb.

Prime summer yellow cottonseed oil, 11@11¼c lb.; soya bean oil, 12¼@12½c lb.; linseed oil, 94@97c gal.; peanut oil in barrels, New York, deodorized, 15½@16c lb.; red oil, 8¾c lb.

Extra tallow, F. O. B., seller's plant, 7c lb.; dynamite glycerine, nominal, 15¾c lb.; saponified glycerine, nominal, 12c lb.; crude soap glycerine, nominal, 10¼@10½c lb.; chemically pure glycerine, nominal, 16½@17c lb.; prime packers grease, nominal, 6¾@6½c lb.

#### COTTONSEED OIL EXPORTS.

Export of cottonseed oil from New York May 1 to May 26, 100 bbls.

## The "Hook - Up" for a Bannon Separator

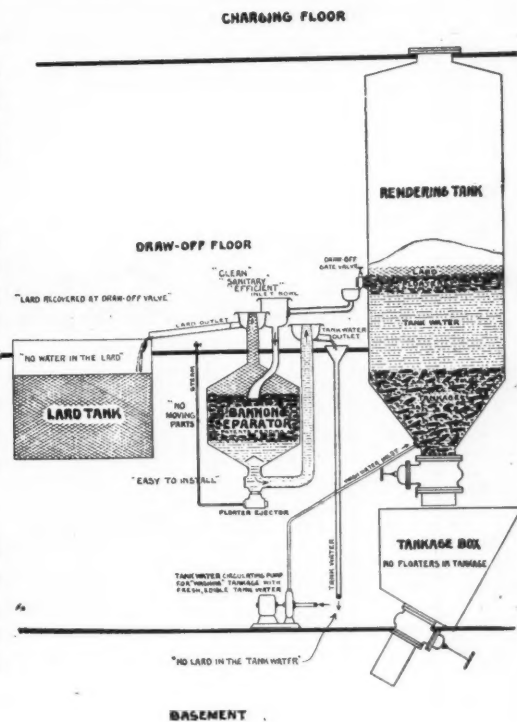
**Note the layer of lard and settlings (floaters) left in the rendering tank after drawing off in the usual way.**

**This layer is there no matter how carefully you cook.**

If you could examine the tankage, before it is dumped, you would find globules of lard all through it.

Hot, edible tank water should be run up through the tankage to loosen up all such globules of lard and the layer of floaters and the valuable lard should be run to a Bannon separator.

The separator will effectively separate the lard and the floaters and the tank-water from each other.



- NOTE:—(1) The tankage is "washed" with hot, edible, tank water.  
 (2) All valuable product is obtained from draw-off cock.  
 (3) All lard from separator is No. 1, edible.  
 (4) The "floaters" from Bannon Separator are re-rendered.

Send us particulars of your rendering plant

## The Bannon Company Limited

32 Illinois Street, Buffalo, N. Y.

#### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from the United States for the month of April, 1924, totaled 2,858,128 lbs., valued at \$287,437, according to the U. S. Department of Commerce. In April, 1923, 5,064,797 lbs. were exported with a value of \$546,870. In the 10 months ending April, 1924, the cottonseed oil exported amounted to 35,588,103 lbs., valued at \$3,677,118. During the same period the previous year, 59,984,014 lbs. were exported, with a value of \$5,970,412.

Lard compounds, vegetable fats, exported during April, 1924, amounted to 405,094 lbs., worth \$61,098. In April, 1923, the figures were 439,412 lbs., valued at \$71,829. During the 10 months ended April, 1924, 5,826,110 lbs. were exported, with a value of \$830,241, while in the same period a year ago the exports totaled 16,906,702 lbs., valued at \$2,064,435.

#### MARCH MARGARINE STATISTICS.

Following are the figures of actual production of margarine for the month of March, 1924, as reported by margarine manufacturers to the U. S. Department of Agriculture.

The reports of the Bureau of Internal Revenue are estimates based on the value of stamps sold during the month and are not given in this report.

##### UNCOLORED MARGARINE.

	Mar. 1924	Mar. 1923
Exclusively animal	18,797 lbs.	16,891 lbs.
Exclusively vegetable	9,230,641	8,790,484
Animal and vegetable	11,690,366	11,075,350

##### COLOR MARGARINE.

	Mar. 1924	Mar. 1923
Exclusively animal	305,146 lbs.	245,227 lbs.
Exclusively vegetable	779,532	650,986
Animal and vegetable	22,054,482	20,784,938

This was an increase of 1,269,544 pounds in March, 1924, over the corresponding month a year ago, or about 6 per cent.



# THE CASING HOUSE

Hog Casings produced in our own  
cleaning plants.

We can supply any size casings  
you require.

**BERTH. LEVI & Co., Inc.**

ESTABLISHED 1882

NEW YORK

CHICAGO

LONDON

BUENOS AIRES

WELLINGTON, N. Z.

# THE WEEK'S CLOSING MARKETS

## THURSDAY'S CLOSINGS.

### Provisions.

Hog products dull and weak at close of week with limited outside interest, weakness in hogs and foreign markets, and unimproved export trade. Hog receipts liberal; stocks increasing but prices down to point where sellers are inclined go slow.

### Cottonseed Oil.

Cottonseed oil very inactive and barely steady with lard. Selling pressure lighter but shorts are the only buyers. Crude steady at 8c. everywhere while cash oil trade is somewhat better at the lower levels. Cotton weather very showery but warmer and more favorable.

Quotations on cottonseed oil at Thursday noon, were: June, \$9.50@9.75; July, \$9.60@9.64; August, \$9.75@9.78; September, \$9.83@9.90; October, \$9.43@9.45; November, \$8.80@8.92; December, \$8.70@8.82; January, \$8.70@8.90.

### Tallow.

Tallow, extra, 7c.

### Oleo Oil and Stearine.

Stearine, 10c.

## THURSDAY'S GENERAL MARKETS.

New York, May 29, 1924—Spot lard at New York, prime western, \$10.80@10.90, middle western, \$10.70@10.80; city, steam, \$10.67½; refined, continent, \$10.25; South American, \$12.00; Brazil kegs, \$13.00; compound, \$11.25@11.50.

### Liverpool Provision Markets.

Liverpool, May 29, 1924—(By Cable)—Quotations today: Shoulders, square 54s; New York, 54s; shoulders, picnics, 57s; hams, long cut, 77s; hams, American cut 84s; bacon, Cumberland cut, 65s; bacon short backs, 75s; bellies, clear, 64s; Wiltshire sides, American, 67s; Canadian, 74s; spot lard, 61s.

### Hull Oil Market.

Hull, England, May 29, 1924—(By Cable.)—Refined cottonseed oil, 42s 6d crude cottonseed oil, 38s 9d.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 24, 1924:

### CATTLE

	Week ending May 24.	Prev. week.	Cor. week 1923.
Chicago	33,819	29,143	33,280
Kansas City	28,848	24,527	28,744
Omaha	27,570	24,284	25,060
E. St. Louis	17,804	16,148	17,129
St. Joseph	9,517	8,995	8,659
Sioux City	8,504	9,261	8,419
Cudahy	1,035	1,063	890
Fort Worth	9,909	7,104	.....
Philadelphia	2,473	2,458	2,651
Indianapolis	2,068	1,891	2,058
Boston	1,846	1,742	1,180
New York & Jersey City	10,555	10,538	9,008
Oklahoma City	4,427	3,445	.....

### HOGS

Chicago	134,500	122,100	156,100
Kansas City	39,280	32,345	61,960
Omaha	63,294	55,812	57,128
E. St. Louis	47,081	39,210	52,385
St. Joseph	35,251	25,021	42,076
Sioux City	39,344	41,627	39,934
Cudahy	21,355	19,134	15,198
Ottumwa	18,451	14,128	14,037
Fort Worth	3,919	6,993	4,960
Philadelphia	21,164	28,170	24,137
Indianapolis	18,561	17,378	20,201
Boston	16,041	17,661	17,350
New York & Jersey City	51,990	58,136	49,227
Oklahoma City	5,291	4,661	7,100

### SHEEP

Chicago	30,775	46,001	54,326
Kansas City	19,280	25,542	27,108
Omaha	13,737	19,587	37,309
E. St. Louis	8,853	6,261	1,459
St. Joseph	10,653	14,360	12,284
Sioux City	954	820	39,934
Cudahy	262	120	205
Fort Worth	17,280	12,712	.....
Philadelphia	4,218	5,616	7,130
Indianapolis	217	205	.....
Boston	4,917	5,796	6,925
New York & Jersey City	27,270	34,717	39,133
Oklahoma City	578	199	.....

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 29, 1924, show exports from that country were as follows: To England, 107,139 quarters; to the continent, 14,750 quarters; to other ports, none.

Exports for the previous week were as follows: To England, 107,139 quarters; to the continent, 14,750 quarters; to other ports, none.

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending May 24, 1924, with comparisons:

	Week ending May 24.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	2,532	2,365	2,818
Cows, carcasses	836	1,226	515
Bulls, carcasses	94	95	49
Veals, carcasses	1,538	1,511	1,424
Lambs, carcasses	11,024	13,949	10,953
Mutton, carcasses	1,240	1,195	833
Pork, lbs.	308,739	587,081	172,098
Local slaughters:			
Cattle	1,846	1,742	1,180
Calves	3,598	2,937	1,859
Hogs	16,041	17,061	17,380
Sheep	4,917	5,796	6,925

**What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."**

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Wednesday, May 28, 1924, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef—</b>				
<b>STEERS:</b>				
Choice	\$18.00@19.00	\$17.00	\$17.00@18.00	\$18.00@19.00
Good	17.00@18.00	16.00@16.50	15.50@17.00	16.00@17.00
Medium	15.00@16.50	14.00@15.00	14.00@15.00	15.00@16.00
Common	12.00@14.00	13.00@13.50	13.00@14.00	12.00@14.00
<b>Cows:</b>				
Good	13.00@14.00	13.50@14.00	13.00@14.50	.....
Medium	11.50@12.50	13.00@13.50	12.00@13.00	12.00@13.00
Common	9.50@10.50	12.00@12.50	11.00@12.00	10.50@11.50
<b>BULLS:</b>				
Good	.....	.....	11.00@12.00	.....
Medium	.....	10.00@10.50	10.50@11.00	.....
Common	8.25@ 8.75	.....	9.00@ 9.50	.....
<b>Fresh Veal—</b>				
Choice	17.00@18.00	.....	17.00@18.00	.....
Good	16.00@17.00	16.00@18.00	15.00@16.50	17.00@18.00
Medium	13.00@15.00	11.00@13.00	13.00@15.00	15.00@17.00
Common	9.00@11.00	9.00@11.00	10.00@13.00	12.00@15.00
<b>Fresh Lamb and Mutton—</b>				
<b>LAMB:</b>				
Spring	29.00@31.00	29.00@30.00	28.00@34.00	28.00@31.00
Choice	28.00@29.00	28.00@29.00	29.00@31.00	28.00@29.00
Good	27.00@28.00	26.00@27.00	27.00@29.00	27.00@28.00
Medium	25.00@26.00	25.00@26.00	26.00@27.00	25.00@26.00
Common	22.00@24.00	.....	24.00@26.00	.....
<b>YEARLINGS:</b>				
Good	.....	.....	25.00@27.00	.....
Medium	.....	.....	23.00@25.00	.....
Common	.....	14.00@17.00	20.00@22.00	.....
<b>MUTTON:</b>				
Good	16.00@18.00	15.00@16.00	15.00@16.00	15.00@16.00
Medium	13.00@15.00	12.00@14.00	13.00@14.00	14.00@15.00
Common	8.00@12.00	10.00@12.00	11.00@13.00	.....
<b>Fresh Pork Cuts—</b>				
<b>LOINS:</b>				
8-10 lb. average	17.50@19.00	18.00@18.50	18.00@20.00	18.00@20.00
10-12 lb. average	16.00@18.00	17.50@18.00	17.00@18.50	17.00@19.00
12-14 lb. average	14.50@15.50	16.00@17.00	15.50@17.00	15.00@17.00
14-16 lb. average	13.00@14.00	14.00@14.50	14.00@16.00	14.50@16.00
16 lbs. over	12.50@13.00	12.50@13.50	13.00@14.50	14.00@15.00
<b>SHOULDER:</b>				
Skinned	10.00@10.50	.....	10.00@12.50	10.50@11.00
<b>PICNICS:</b>				
4-6 lb. average	9.50@10.00	11.00@11.50	9.50@10.00	.....
6-8 lb. average	9.00@ 9.50	10.50@11.00	9.00@ 9.50	.....
<b>BUTTS:</b>				
Boston style	13.50@14.50	.....	13.00@15.00	13.00@15.00

\*Veal prices include "hide on" at Chicago and New York.

## TRADE GLEANINGS.

The mill of the Italy Oil Mill Company, Italy, Tex., was recently destroyed by fire with a loss of \$75,000.

Slight damage was recently done to the mill of the Riverside Cotton Oil Company, Ft. Worth, Tex., by fire.

The new plant of the Harrisburg Packing Company, Harrisburg, Ore., was recently completed and occupied by the company.

The Crown Margarin Company, Park and Virginia Aves., St. Louis, Mo., will henceforth be known as the Crown Butter Company.

The Planters Cottonseed Products Company mill at Dallas, Tex., recently resumed operations, after being idle for several months.

The seed house of the Southland Cotton Oil Company, Forrester, Tex., was recently destroyed by fire, with about 1,000 tons of seed.

The city of Fort Smith, Ark., plans to erect a municipal slaughter house. The plans now drawn up call for a small plant costing around \$5,000.

The Enterprise Packing Company, Enterprise, Ore., was recently changed from a partnership to an incorporation, with a capital stock of \$50,000. The new officers are: Carl A. Christiansen, president; Paul F. Rohr, vice president; W. H. Platzoeder, secretary-treasurer.

The Danahy Packing Company, Buffalo, N. Y., plans to further enlarge its plant at 25 Metcalf street, at an approximate cost of \$15,000. This company only recently completed extensive improvements, but its constantly increasing business necessitated further enlargements.

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, May 28, 1924.

**CATTLE**—Unevenly lower prices were the rule generally, liberal receipts giving buyers an opportunity to reduce dressed costs. On foot fed steers sold off 25¢@40¢, but much sharper downturns were noticeable on lightweight fed steers and especially on yearlings, the bottom practically falling out of the youngster market. Many yearling steers and yearling heifers are selling \$1.00 lower.

Evidences of a grass diet are daily becoming more pronounced in the she stock offerings and price readjustment to a grass and dry fed basis is on. Better grades of fat cows are 50¢ lower, more as contrasted with last week's high time. Few cows are selling above \$8.00.

Canners, cutters and bulls reflect little price change but veal calves lost \$1.00@1.50, choice calves selling largely at \$9.00 today. Extreme top matured steers landed at \$11.50, these grading choice to prime. Long yearlings sold upward to \$11.00 but few youngsters exceeded \$10.00, sales being most numerous at \$8.00@9.50.

**HOGS**—Generous receipts and a narrow outlet to shippers and local houses gave buying interests control of swine trade, which resulted in a lower revision of the general price list. The entire break amounted to 15¢@35¢, with weighty butchers suffering minimum losses, while the greater breaks occurred in values for lightweights, packing sows and mixed offerings.

This latter indicated something of the approach of a delayed summer "spread" in quotations. Best weighty butchers continued to command premium prices and topped the market today at \$7.40, which was 35¢ under the high mark ten days ago.

**SHEEP**—Downturns on fat lambs early in the week were practically recovered on

closing sessions. Spring lambs were more severely penalized on downward markets but advances were proportionate when gains were recorded. Best springers were 68 lb. Idahos at \$17.15.

Top clipped lambs sold upward to \$15.00 but owing to inferior quality bulk moved from \$14.00@14.50. Fat sheep supplies were comparatively moderate on the open market but packers were fairly well supplied by directs from outside markets and values slumped 25¢@50¢. Heavy fat ewes declined, most selling downward from \$5.50.

### ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)  
E. St. Louis, Ill., May 28, 1924.

**CATTLE**—With receipts slightly in excess of a week earlier the price trend was generally lower on most killing classes, native fed steers selling off 25¢@40¢, more in spots. Light yearlings declined 15¢@25¢, Texas grassers gathering a comparable downturn.

Late declines placed vealers 50¢ under a week earlier, most other classes ruling

about steady. Slowness and unevenness featured the trade in most instances. Texas grassers and short fed natives predominated, best fed native offerings stopping at \$9.50, while a spread of \$7.00@8.00 absorbed most grass offerings. Less desirable grass steers sold downward to \$6.75 and below.

A few fat cows made \$7.00 but most offerings were \$5.00@6.25 kinds. Light steers and heifers sold upward to \$9.00. A few choice vealers sold upward to \$9.50 today, with the bulk at \$8.75@9.00 against \$9.00@9.50 last Thursday.

**HOGS**—Hog receipts during the first three days of the calendar week were smaller than a week earlier. Prices since last Thursday show little quotable change, packing sows probably being steady to 10¢ off. Top butchers today \$7.45 with most 190@300 lb. offerings at \$7.35@7.40. Light pigs are lower.

**SHEEP**—After selling off early this calendar week the recent sharp downturn on fat sheep was stopped and fat lambs, especially springers reacted upward. Receipts ran slightly larger than a week earlier, figuring first three days this week against corresponding time a week earlier.

Native springers predominated, bulk selling at \$16.00 today; cull native springers continued to sell around \$9.50, bulk of fat ewes sold at \$5.50@6.00, with best handyweight kinds at \$6.50.

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Wednesday, May 28, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP .....	\$ 7.40	\$ 7.05	\$ 6.90	\$ 7.45	\$ 6.85
BULK OF SALES .....	6.80@ 7.30	6.75@ 7.00	6.60@ 6.85	7.20@ 7.40	6.70@ 6.75
Hvy. wt. (250-350 lbs.), med.-ch. ....	7.25@ 7.40	6.90@ 7.00	6.75@ 6.80	7.30@ 7.45	6.70@ 6.80
Med. wt. (200-250 lbs.), med.-ch. ....	7.15@ 7.35	6.85@ 7.05	6.65@ 6.85	7.30@ 7.45	6.60@ 6.80
Lt. wt. (160-200 lbs.), com.-ch. ....	6.65@ 7.30	6.40@ 6.95	6.00@ 6.75	6.90@ 7.40	6.50@ 6.85
Lt. lt. (130-160 lbs.), com.-ch. ....	5.75@ 7.00	5.65@ 6.75	5.75@ 6.65	5.75@ 7.25	6.00@ 6.80
Packing hogs, smooth. ....	6.55@ 6.70	6.40@ 6.50	6.25@ 6.40	6.35@ 6.50	6.10@ 6.35
Packing hogs, rough. ....	6.40@ 6.55	6.25@ 6.40	6.00@ 6.25	6.15@ 6.35	6.00@ 6.15
Slighter pigs (130 lbs. down), med. ch. ....	5.00@ 6.10	5.25@ 6.25	4.00@ 5.75	5.25@ 6.50	5.75@ 6.25
Av. cost and wt. Tues. (pigs excluded)	7.14-232 lb.	6.91-224 lb.	6.78-249 lb.	7.26-211 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime .....	10.75@11.85	10.40@11.35	10.30@11.40	10.75@11.50	9.00@11.00
Good .....	9.85@11.00	9.25@10.50	9.25@10.50	10.00@10.75	9.00@11.00
Medium .....	8.15@10.25	7.75@ 9.35	7.75@ 9.35	7.75@10.00	7.25@ 9.25
Common .....	7.25@ 8.35	6.00@ 8.00	6.25@ 8.00	6.25@ 7.75	6.25@ 7.50
STEERS (1,100 LBS. DOWN):					
Choice and prime .....	10.25@11.35	9.90@11.15	10.00@11.15	10.50@11.50	9.00@10.75
Good .....	9.50@10.75	8.85@10.00	9.15@10.30	9.75@10.50	9.00@10.75
Medium .....	8.00@ 9.85	7.50@ 9.10	7.65@ 9.25	7.75@ 9.75	7.25@ 9.00
Common .....	6.25@ 8.25	5.75@ 7.75	5.85@ 7.75	5.75@ 7.50	5.75@ 7.25
Canner and cutter .....	4.25@ 6.25	3.50@ 5.75	3.85@ 5.75	3.75@ 5.75	3.50@ 5.75
HEIFERS:					
Good-choice (850 lbs. up) .....	8.75@10.75	8.00@10.05	8.50@10.50	8.25@10.50	8.50@10.00
Good to prime (800 lbs. down) .....	7.50@ 9.75	6.50@ 9.25	7.50@ 9.25	6.75@ 8.50	7.25@ 9.00
LT. YRLG. STEERS AND HEIFERS:					
Common-med. (all weights) .....	5.00@ 7.50	3.50@ 6.75	4.50@ 7.50	4.50@ 6.75	5.00@ 7.25
COWS:					
Good and choice .....	6.25@ 8.25	5.45@ 8.00	5.85@ 8.35	5.75@ 7.75	5.75@ 7.25
Common and medium .....	4.25@ 6.25	4.00@ 5.85	4.25@ 5.85	4.25@ 5.75	3.50@ 5.75
Canner and cutter .....	2.75@ 4.25	2.25@ 4.00	2.00@ 4.25	2.25@ 4.25	2.00@ 3.25
BULLS:					
Good-ch. (beef yrlegs. excluded) .....	5.25@ 7.25	4.85@ 5.75	4.75@ 6.75	5.25@ 7.25	4.50@ 6.25
Can.-med. (canner and bologna) .....	3.00@ 5.25	3.00@ 4.85	3.75@ 4.75	3.25@ 5.25	3.25@ 4.65
CALVES:					
Med.-ch. (190 lbs. down) .....	7.50@10.25	7.25@ 9.50	7.00@ 9.50	7.00@ 9.50	5.00@ 8.75
Cull-com. (190 lbs. down) .....	5.00@ 7.50	3.00@ 7.25	4.00@ 7.00	3.50@ 7.00	3.50@ 5.00
Med.-ch. (190-200 lbs.) .....	5.00@10.00	5.50@ 9.25	5.25@ 9.00	5.50@ 9.00	4.00@ 8.00
Med.-ch. (260 lbs. up) .....	5.00@ 8.00	5.25@ 8.25	5.00@ 8.00	5.00@ 8.25	3.50@ 6.00
Cull-com. (190 lbs. up) .....	3.50@ 7.50	3.00@ 5.25	3.00@ 6.75	3.00@ 5.00	3.00@ 5.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down) .....	13.00@15.25	11.75@14.00	12.00@14.50	12.00@14.50	12.00@14.00
Lambs, cull-com. (all weights) .....	10.25@13.00	9.00@11.75	9.25@12.00	8.50@12.00	9.25@12.00
Lambs, med.-pr. (Spring) .....	14.50@17.15	13.50@16.40	14.50@16.75	14.50@16.25	13.50@15.75
Lambs, cull-com. (Spring) .....	11.50@14.50	9.00@13.50	10.75@14.50	9.50@14.50	10.50@13.50
Yearling wethers, med.-prime .....	10.25@13.25	8.50@12.00	9.00@12.50	9.25@12.50	9.25@12.25
Wethers, med.-pr. (2 yrs. old and over) .....	6.25@10.25	5.50@ 7.50	5.50@ 9.25	5.50@ 9.25	5.25@ 9.25
Ewes, common to choice .....	4.50@ 7.50	3.75@ 6.50	4.00@ 7.25	4.00@ 7.00	3.75@ 7.25
Ewes, canner and cull .....	1.25@ 4.50	1.00@ 3.75	1.00@ 4.00	1.00@ 4.00	1.00@ 3.75

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**KANSAS CITY.**

(Reported by U. S. Bureau of Agricultural Economics.)  
Kansas City, Mo., May 28, 1924.

**CATTLE**—Trade in beef steers ruled dull, most kinds selling 25@50c off, as compared with a week ago. Better grades showed the most loss, yearlings declined 15@25c, while Texas grass offerings were in demand and held steady.

The week's top on fed steers was \$10.60, the bulk going from \$7.75@9.75. Most Texas grass fat steers cashed from \$6.50@7.60. Fat she stock was uneven, most grades closing 10@25c lower.

Canners and cutters held around steady. Bulls were scarce all week and prices were unchanged. Veal calves finished 75c @ \$1.00 lower, top vealers today at \$9.50.

**HOGS**—Although receipts of hogs the first three days of the week have been moderate prices on practically all grades are 25@40c lower than last Thursday. Today's top of \$7.05 paid for choice butchers is the low point since the first week in March. The narrow margin between this market and eastern points has reduced shipping order to a minimum.

Big killers have been bearish. Bulk of the best butchers sold today from \$6.90@7.00. Packing sows are 25@35c lower with the bulk from \$6.35@6.45.

**SHEEP**—Trade in fat lambs was uneven, but with some reaction in prices today the market is around steady on both springers and clipped offerings. Both native and Arizona springers reached \$16.00, while most sales on early days went from \$14.50@15.25.

Most shorn lambs sold from \$13.25@13.75. Aged sheep are selling around 50c lower, best Texas wethers selling at \$7.25, less desirable kinds going at \$6.85. Fat ewes were scarce with sales ranging from \$5.50@6.25.

**OMAHA.**

(Reported by U. S. Bureau of Agricultural Economics)  
Omaha, Nebr., May 28, 1924.

**CATTLE**—Continued liberal country loadings and a slow, dull to lower dressed beef trade have resulted in severe price reductions on most all killing classes, compared with a week ago well finished weighty steers are selling 10@15c lower, others and yearlings 20 @35c lower, plain yearlings showing the full decline.

Top weighty steers made \$10.75, handy weights \$10.35; long yearlings \$10.10. Better grades fed she stock are selling 15@25c lower, others 25@50c off; canners and cutters steady to 15c lower; vealers \$1.00 @1.25 lower; bulls steady.

Bulk butcher cows and heifers cleared at \$4.75@7.75 at the close; vealers mostly at \$8.50@9.25; bologna bulls \$4.25@4.60; heavy beef bulls \$4.75@5.25.

**HOGS**—A weak undertone has featured the local hog trade for the calendar week to date and under liberal receipts prices broke 25@35c as compared with a week ago. Choice weighty butchers today found

a price limit of \$6.90, a spread of \$6.75@6.85 taking bulk of desirable butchers.

While killing quality is deteriorating and choice butchers are becoming less plentiful the generous supply of lower grades and lights have been hard to sell. Packing sows moved at \$6.15@6.25.

**SHEEP**—Stronger prices for the dressed product brought about improved demand on foot and the recent downward price trend was checked. Spring lambs were in best demand. Prices advanced 15@25c over a week ago; fed lambs ruled steady to 25c lower, several loads Navajo springers turned at \$16.50 and fed clipped lambs reached \$14.40. Aged sheep prices declined 25@50c.

**ST. JOSEPH.**

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., May 27, 1924.

**CATTLE**—Cattle receipts were liberal the first two days this week, totaling around 7,500. Beef steers and yearlings formed bulk of the supply, but quality was not as good as for some weeks past. While Monday's trade was 15@25c lower, yearlings in most cases showing the full decline, Tuesday's market though slow, was regarded as about steady.

Best steers, medium weights, sold \$10.20 @10.35, and bulk of all sales ranged \$8.35 @9.75. Best steers and heifers mixed reached \$9.50, with other sales ranging \$7.10@9.00. Cows and heifers showed about the same decline as steers and yearlings. Heifers sold mostly \$6.50@8.00. Choice cows sold up to \$7.75, with \$5.00@6.75 taking bulk of fair to good kinds.

Canners sold \$2.25@2.75 and cutters \$3.00@3.75. Bulls held steady, most sales ranging \$4.25@5.25. Choice butchers sold up to \$7.00. Calves declined 50c, best veals selling Tuesday at \$9.50.

**HOGS**—Hog receipts were around 16,500 for two days this week compared to 12,360 the same period a week ago. There was a weak undertone to the trade both days and values are 15@25c lower than

last week's close. Tuesday's top was \$7.10 and bulk of sales \$6.85@7.05. Packing sows are selling mostly at \$6.35 and stags \$5.00@5.25.

**SHEEP**—Receipts in the sheep division were light for two days, numbering around 4,500. Monday's market was around 50c lower on wool lambs, with clips and aged sheep quoted steady. Tuesday's market was generally steady on all classes.

Native spring lambs sold \$15.00@15.25, Colorado springs \$15.50, and Colorado wool lambs \$15.50. Clipped lambs sold \$13.50@14.00. Aged sheep were scarce. Clipped ewes sold mostly \$6.00@6.50.

**CANADIAN LIVESTOCK PRICES.**

Summary of top prices for livestock at leading Canadian centers for the week ending May 22, 1924, with comparisons.

BUTCHER STEERS 1,000-1,200 Lbs.			
	Week Ended May 22	Same Week 1923	Week Ended May 15
Toronto .....	\$ 8.00	\$ 9.00	\$ 8.40
Montreal (W) .....	7.75	8.00	7.75
Montreal (E) .....	7.75	8.00	7.75
Winnipeg .....	6.75	7.50	7.10
Calgary .....	6.25	7.25	6.75
Edmonton .....	6.50	7.50	6.50
VEAL CALVES.			
Toronto .....	11.50	12.00	11.50
Montreal (W) .....	8.00	7.00	6.50
Montreal (E) .....	8.00	7.00	6.50
Winnipeg .....	9.00	11.00	10.00
Calgary .....	8.00	8.00	8.00
Edmonton .....	8.00	8.00	8.00
SELECT HOGS.			
Toronto .....	9.20	12.48	8.95
Montreal (W) .....	8.75	12.00	8.75
Montreal (E) .....	8.75	12.00	8.75
Winnipeg .....	7.81	10.72	7.81
Calgary .....	7.31	9.90	7.35
Edmonton .....	7.05	10.65	7.30
GOOD LAMBS.			
Toronto .....	16.00	16.50	16.00
Montreal (W) .....	8.00	18.00	8.00
Montreal (E) .....	8.00	18.00	8.00
Winnipeg .....	13.00	.....	13.00
Calgary .....	13.25	.....	13.25
Edmonton .....	.....	.....	13.00

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## RECEIPTS AT CENTERS.

New York, May 27, 1924.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 22@24c; green hams, 8-10 lbs., 16½c; 10-12 lbs., 16c; 12-14 lbs., 15½c; green picnics, 4-6 lbs., 9½@10c; 6-9 lbs., 9@9½c; green clear bellies, 6-8 lbs., 13½c; 8-10 lbs., 13c; 10-12 lbs., 12c; 12-14 lbs., 12c; green rib bellies, 10-12 lbs., 12½c; 12-14 lbs., 12c; S. P. clear bellies, 6-8 lbs., 10½c; 8-10 lbs., 10½c; 10-12 lbs., 10½c; 12-14 lbs., 10½c; S. P. rib bellies, 10-12 lbs., 10½c; 12-14 lbs., 10½c; S. P. hams, 8-10 lbs., 16½c; 10-12 lbs., 16c; 12-14 lbs., 15½c; (boilers) 18-20 lbs., 18c; dressed hogs, 11½c; city steam lard, 10½c; compound, 11½c.



## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES**—On account of the sold up position of killers, very little business is reported from time to time. However, two packers sold about 6,000 May light Texas steers at 11c. Two cars of heavy Texas moved at 12c, a steady rate and a car of extreme light Texas moved at 9c. Inquiry is reported as slow as tanners realize the market is sold up close. Speculation as to the attitude of buyers and sellers toward early June kill on which no grubbing privilege is operative is rife, the consensus being that steady rates would indicate a slight advance on account of grubs for which no allowance is possible. Native steers are quoted at 12½c last paid and nominal; Heavy Texas 12c; lights 11c; extremes 9c; butts 12c; Colorados 11c; branded cows 9c last paid and nominal; heavy cows 10½c paid; lights 10½@10¾c paid; outside not firmly asked; native bulls 8½@9c asked; branded 7@8c; small packer hides 11c asked.

**COUNTRY HIDES**—Trade is still a trifle quiet in country descriptions of stock with light material in best request when operations are effected. The heavier weight materials find few friends since the foreign demand has vanished. Local sellers continue to talk strong levels and occasionally to report business at close to their views. The rank and file of tanners however, are shopping for the cheaper parcels, claiming that leather business has not kept pace with the hide situation. Offerings are noted of Northwestern light hides 10% grubby at 10½c Chicago basis while up to 10¾c has been paid in this market. Efforts to get 11c continue to be made but no success has as yet attended these desires. Local holdings are reported as moderate. Stocks in the originating sections are small and are well scattered. Heavy weight material is meeting with practically no call. Heavy steers, cows and buffs are listed at 8½@8¾c for average descriptions and up to 8¾c paid locally for choice varieties. Efforts to get 9c are futile and business at 8¾c is small. Offerings of outside parcels are moderately ample and generally at 8¾@8½c Chicago basis. All weight hides in the originating sections are quoted at 8@8½c range with the outside considered a strong price for even the best lots. Extremes are listed at 10@10½c with the outside asked for good varieties and the inside reported paid by nearby tanners for current receipts. Sales at 10¾c are reported here and up to 11c is still asked with little hope of attainment. Patent leather tanners are mainly interested in the light end of the list and insist on a 45 lbs. top. Side leather tanners are operating only as tannery needs require and then at the best prices possible. Branded hides are quoted at 7@7½c flat nominal and country packers at 8½@9c lately paid for seasonable mixed varieties. Bulls 7c nominal for country run and country packers at 8@8½c asked; glue hides 4@5c.

**CALF SKINS**—Close scrutiny fails to reveal any action in calfskins. Tanners present an attitude of disinterestedness at this time and have reduced their ideas in most instances to former low levels. On local city skins 18½c is the best bid available while recent business went over at 18¾c and present asking prices continue to be at 19c. In the packer varieties 20½c was recently paid and reported bid for more with 21c asked. However, tanners indicate there are no 20½c bids current at this time and that they expect sellers will experience difficulty in getting same renewed. Two large killers hold half May slaughter unsold and two smaller producers have entire month unsold. Outside city calfskins are selling slowly, trade being reported rather quiet at the moment. Tanners

indicate they are picking up such lots at 18@18½c delivered basis from first salt and the resalted parcels at 16@17c; mixed city and country run quoted down to 14@15c. Deacons are quiet and unchanged at \$1.15@1.25 for good mixed parcels and cities \$1.35 bid and \$1.40 asked. Slunks have been selling at \$1.25 and moderately ample lines are still on the market it is said. Kipskins are quiet. Packers last sold at 16½c; some inquiry noted today and 17c quoted by unsold sellers. City descriptions made 15c in latest movement a week or so ago. Mixed varieties are quoted at 12@14c for qualities.

**MISCELLANEOUS MARKETS**—Dry hides are very quiet, business being slow for some time. All weights quoted nominal around 15@17c. Horse hides command \$4.00@4.25 for good mixed and renderers \$4.25@4.50 for business. Efforts to get more money are continually noted. Packer pelts quoted \$2.50@3.00; shearings 75@90c for lots; dry pelts 25@30c; pickled skins \$6.50@9.00 hogskins 15@30c.

## New York.

**PACKER HIDES**—Aside from a car of April brands at 11c for butts and 10c for Colorados nothing passed in the way of business in city slaughter stock. May brands are listed half a cent higher. Native steers are declared wanted at 12c for Mays and same are held at 12½c, which buyers consider too strong by comparison with 12½c Chicago straight heads. Cows quoted 9½@10c and bulls at 8@8½c asked.

**OUTSIDE PACKER HIDES**—The situation continues firm in tone with May hides being rapidly sold. Several cars of small packer steers sold at 11c and efforts are now being made to advance the quotation to 11½c. A couple of cars of all weight cows moved at 10c. Bulls are held at 8½c and are slow sale. Brands are also quiet; quoted about 9@10c.

**COUNTRY HIDES**—Shippers continue to strong high rates, but meet with little encouragement. Tanners consider rates above packer parities and are shopping around considerably. Ohio and similar current receipt light stock carrying few grubs quoted 10½c with 10¾c also paid and 11c asked. Couple cars choice Penn. extras sold at 10¾c. Canadian light hides are rated up to 10c flat asked. Southern lights are quoted at 8@10c as to section and description. Buff weights are relatively quiet. Up to 9c is asked but demands from domestic tanners seldom exceed 8@8¾c. Penn. buffs are held at 8¾c.

**CALFSKINS**—Further business is rumored in N. Y. skins. Last sales were at \$1.60@2.25@3.15. Tanners talking slightly easier levels on next business. Two cars Penn. packer 7@9 calf sold \$2.20. Outside skins generally range at \$1.40@1.55 on lights with heavier stock at proportionate rates. Foreign skins are held quite firmly. About 500 12@17 lbs. N. Y. kip sold \$3.50. Heavier quoted \$4.00.

**FOREIGN WET SALTED HIDES**—The threat of easier levels in frigorifico stock which has been prevalent for the past few days crystallized in business at easier levels, due entirely to the mounting supplies and the apathy of most American and European operators. Foreigners have shown very little interest of late and American buyers have not been keen to bid except on low levels. A pack of 4,000 Swift LaPlatas steers sold at \$37.00 or approximately 13½c delivered New York basis. This is half a cent off from prior basis and ¾c from the top levels of two weeks ago. Montevideo descriptions have not sold as yet and last realized 15½c. Traders feel that a three-quarter decline will have to be registered in these descriptions to match the Argentine varieties. Unsold stocks of steers and cows are approaching the 100,000 mark. A small

car of frigorifico cows, Campanas, sold at 11½c landed basis or about steady with prior movement. Extremes have been selling at 14½c landed basis and bulls 9 3/16c. Type hides have been slow but are quoted at proportionate prices. Spot hides are meeting with little call at the moment. At the Paris hide auction sales, rates declined 10% due to the exchange situation, but indicated a gain for the month of 5% due to exchange being 17% lower.

## APRIL CANADIAN PRICES.

Summary of top prices at Canadian markets for the month of April, 1924, is reported as follows, with comparisons:

	BUTCHER STEERS, 1000-1200 lbs.		
	April 1924.	April 1923.	March 1924.
Toronto .....	\$ 9.00	\$ 8.00	\$ 8.75
Montreal (W) .....	7.75	7.75	7.75
Montreal (E) .....	7.75	7.75	7.75
Winnipeg .....	7.50	7.25	6.50
Calgary .....	6.25	6.50	6.35
Edmonton .....	6.25	6.50	6.25
VEAL CALVES			
Toronto .....	13.50	14.00	13.00
Montreal (W) .....	10.00	8.00	11.00
Montreal (E) .....	10.00	8.00	11.00
Winnipeg .....	10.00	11.00	10.00
Calgary .....	7.00	8.00	7.00
Edmonton .....	8.00	9.00	8.00
SELECT HOGS			
Toronto .....	8.50	12.65	9.05
Montreal (W) .....	9.25	12.10	9.00
Montreal (E) .....	9.25	12.10	9.00
Winnipeg .....	7.92	11.49	8.08
Calgary .....	7.70	10.45	8.87
Edmonton .....	7.55	11.15	7.40
GOOD LAMBS			
Toronto .....	16.50	17.00	16.00
Montreal (W) .....	13.00	12.25	12.50
Montreal (E) .....	13.00	12.25	12.50
Winnipeg .....	13.50	13.25	13.00
Calgary .....	13.50	12.00	13.25
Edmonton .....	13.00	11.00	13.00

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending May 31, 1924, with comparisons, are as follows:

	PACKER HIDES.		
	Week ending May 31, '24.	Week ending May 24, '24.	Corresponding week 1923.
Spread native steers .....	14½@15c	14½@15c	10½@20c
Heavy native steers .....	12½@13c	12½@13c	@17c
Heavy Texas steers .....	@12c	@12c	@16c
Heavy butt branded steers .....	@12c	@12c	@16c
Heavy Colorado steers .....	@11c	@11c	@15c
Ex-Light Texas steers .....	@ 9c	@ 9c	@12½c
Branded cows ..	@ 8c	@ 8c	@12½c
Heavy native cows .....	10½@11c	@10½cn	@14½c
Light native cows .....	10½@11c	@10½c	@14c
Native bulls .....	7 @ 7½c	@ 8½cn	12½@13c
Branded bulls ..	@ 7½c	@ 7½c	11 @ 11½c
Calfskins .....	20½@21c	10½@22c	@19c
Kip .....	16½@17½c	16½@17½c	16 @ 16½c
Slunks, regular ..	@1.25	@1.25	1.10@1.15
Slunks, hairless ..	@40c	@40c	35@70c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

	COUNTRY HIDES.		
	Week ending May 31, '24.	Week ending May 24, '24.	Corresponding week 1923.
Native all weights .....	@10c	@10c	13½@14c
Bulls, native ..	@ 8½c	@ 8½c	11½@12c
Branded hides ..	@ 8½c	@ 8½c	11½@12c
Calfskins .....	@18c	@18c	18 @ 18½c
Kip .....	@15c	@15c	15½@16c
Light calf .....	\$1.50@1.60	\$1.50@1.60	\$1.30@1.35
Slunks, regular ..	\$1.50@1.60	\$1.50@1.60	\$1.00@1.10
Slunks, hairless ..	No. 1 .....	35 @40c	35 @40c

	SHEEPSKINS.		
	Week ending May 31, '24.	Week ending May 24, '24.	Corresponding week 1923.
Heavy steers ..	9½@10½c	9½@10½c	12 @13c
Heavy cows ..	8 @ 8½c	8 @ 8½c	11½@12c
Butts .....	8 @ 8½c	8 @ 8½c	11½@12c
Extremes .....	10 @11c	10 @11c	12 @13c
Bulls .....	7 @ 7½c	7 @ 7½c	10 @11c
Branded .....	7 @ 7½c	7 @ 7½c	10 @11c
Calfskins .....	14 @15c	14 @15c	14 @15c
Kip .....	12 @13c	12 @13c	13 @14c
Light calf .....	\$1.15@1.25	\$1.15@1.25	\$1.20@1.25
Deacons .....	\$1.00@1.10	\$1.00@1.10	\$1.00@1.10
Slunks .....	\$0.90@1.00	\$0.90@1.00	\$0.90@1.00
Slunks, hairless ..	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30
Horsehides .....	\$4.00@4.50	\$4.00@4.50	\$4.50@5.00
Hogskins .....	\$0.25@0.30	\$0.25@0.30	\$0.15@0.20

	Week ending May 31, '24.		
	Week ending May 24, '24.	Corresponding week 1923.	
Large packers ..	\$3.00@3.25	\$3.00@3.25	\$3.40@3.50
Small packers ..	\$2.50@3.00	\$2.50@3.00	\$3.00@3.30
Packers, shearings ..	@1.00	@1.00	\$1.10@1.20
Country pelts ..	\$1.50@2.00	\$1.50@2.00	\$1.75@2.75
Dry pelts .....	\$0.25@0.30	\$0.25@0.28	\$0.31@0.33



## ICE AND REFRIGERATION

### ICE NOTES.

A new ice plant is being built in Harrison, Ark., by the Harrison Electric Co.

The Yakima County Horticulture Union is erecting a new \$32,000 cold storage plant in Yakima, Wash.

Stahl Brothers have recently completed a new cold storage plant at Gonzales, Tex.

The ice plant at Alix, Ark., has been leased to Council Douglas, who will manufacture ice.

A new ice and cold storage plant is being erected in Berryville, Ark., by the Berryville Ice & Storage Co.

A 400-ton ice plant is soon to be started in Lodi, Calif., by the Pacific Fruit Express, at a cost of \$600,000. At the same

time it is planned to spend around \$150,000 on repairs to the old plant.

The Ocala Manufacturing Company, Ocala, Fla., will henceforth be known as the Ocala Manufacturing, Ice & Packing Co.

The Anthony Ice Company is planning to erect a new ice storage plant in Argonia, Kans.

The Salisbury Ice Company, Salisbury, Md., plans to erect a new cold storage plant.

Considerable new equipment was recently installed in the plant of the Hazard Ice & Storage Co., Hazard, Ky.

The Owensville Ice Company has been incorporated in Owensville, Mo., by Fred A. and Emma A. Overbeck and Gilbert J. Bartels.

A new ice storage plant has been built in Sparta, Ill., by the Illinois Power & Light Corp.

The plant of the Norborne Fuel, Ice & Light Company, Norborne, Mo., has been taken over by the city, which will operate it hereafter.

The Eskimo Refrigerator Company has been incorporated in St. Louis, Mo., with a capital stock of \$100,000 by Joe Bloom, Abe Wolff and others.

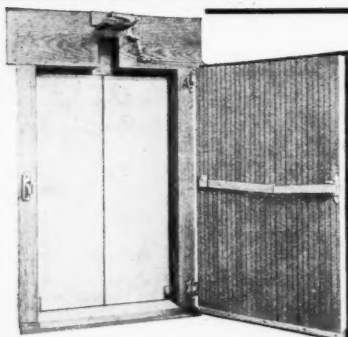
The McKenzie Ice Company has been incorporated in McKenzie, Tenn., with a capital stock of \$25,000 by J. E. Conaway, C. R. Woods, M. R. Kaplin, I. L. Conaway and H. H. Honnoll.

Extensive improvements are planned by the Stephenson Ice Company, Oxford, Ohio.

The Richlands Ice Company has been incorporated in Richlands, Va., with Arch A. Underwood, president and J. T. Attizer, secretary-treasurer.

**Freezer and Cooler Rooms for the Meat and Provision Trade**  
Specialists in **CORK INSULATION** Details and Specifications on request  
207 E. 43rd St. **Morrow Insulating Co., Inc.** NEW YORK

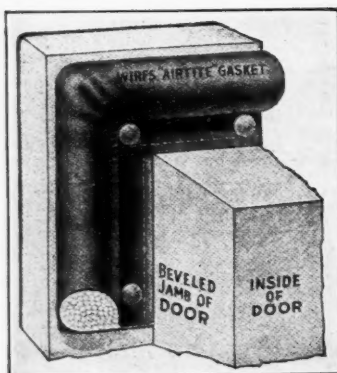
**Cold Storage Insulation**  
All Kinds of Refrigerator Construction  
**JOHN R. LIVEZEY**  
Glenwood Avenue West of 22nd St. PHILADELPHIA, PA.



It Can't Forget to Close Itself  
**STEVENSON'S**  
"Door That Cannot Stand Open"

Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no inrush of warm moist air. Bulletin No. 48, FREE, shows how it saves its cost in a single month.

**Stevenson Cold Storage Door Co.**  
1511 West Fourth St. Chester, Penna.



## \$TOP COLD AIR LEAK\$

with Wirfs' "Airtite" Cushion Door Gasket, thus cutting down refrigeration costs. This gasket is a rubberized, insulated strip that is flexible and resilient.

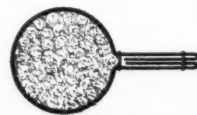
It is in use by most refrigerating and cold storage plants and is recognized everywhere as the most efficient gasket on the market.

**WIRFS "AIRTITE" CUSHION DOOR SEAL**

Send for prices and samples.

**E. J. WIRFS** Sole Manufacturer and Patentee 113 S. 17th St., St. Louis, Mo.

Pat. Jan. 22, 1924. Accept no infringement or imitation!



No. O Jumbo

Comes in the above and 4 smaller sizes. Colors: black or white.

**CORK INSULATION**

Supplied or Erected Complete  
Correspondence Solicited  
**UNITED CORK CO.'S** 50 Church Street NEW YORK  
St. Louis Office: 1420 No. Broadway

### REFRIGERATION CONGRESS.

The Fourth International Congress of Refrigeration will be held in London, England, June 16 to 21. The congress will be divided into seven sections, as follows: Scientific, refrigerating materials, general applications, transport, legislation, economics and statistics, education and propaganda.

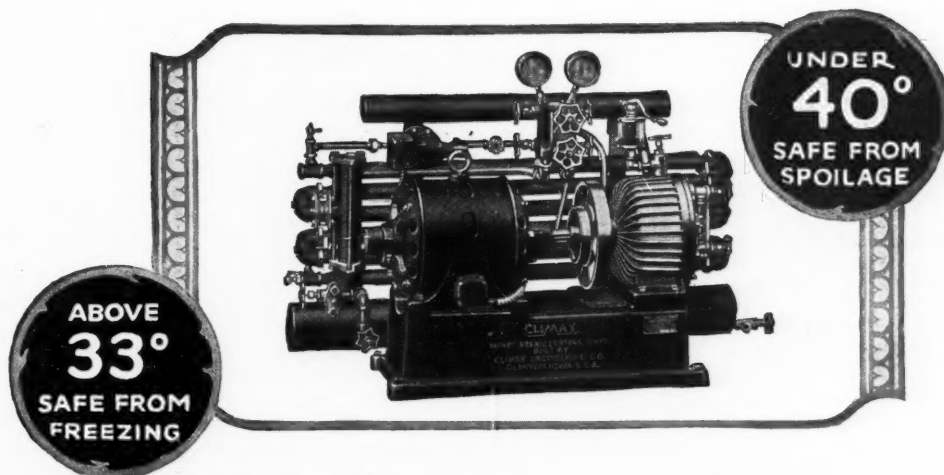
A state banquet and reception will be tendered by the Government to the delegates at Lancaster House, on June 19. A banquet is to be given for all delegates at the Hotel Cecil, and other banquets and entertainments are also planned.

### REFRIGERATING ENGINEERS.

Cleveland, Ohio, was the scene of the 11th annual spring meeting of the American Society of Refrigerating Engineers, held May 27-29. An excellent attendance was recorded.

### TO COMBINE FREEZING WORKS.

The amalgamation of all the freezing works of New Zealand is suggested, at a total estimated cost of \$25,000,000.



# Have Safe Temperatures All the Time with Minimum Expense and Care

## Outstanding Features of the Climax Model C Rotary Unit

- 1—Rotary compressor a marvel of simplicity—positive and efficient in operation.
- 2—Model C operated by  $1\frac{1}{2}$  H. P. motor. No power wasted in belts or other transmission.
- 3—No valves—no small frail parts.
- 4—Only 3 moving parts—all heavy, rugged and permanent.
- 5—Most compact—Model "C" size only 52" long, 21" wide, and 36" high. Weighs only 750 lbs.
- 6—Compressor direct connected to electric motor.
- 7—Continuous flow of gas through the compressor.
- 8—All lubricating oil confined to the high pressure side of compressor.
- 9—No oil can come in contact with liquid refrigerant.
- 10—No violent fluctuation of hands on pressure gauges.
- 11—Simplest starting. Just open water valve to start, close water valve to stop.
- 12—No throwing of electric switches—tightening of belts—or clattering of valves.
- 13—Nothing to forget. Shuts off automatically in case of failure of cooling water supply.
- 14—Particularly adapted to automatic control.
- 15—All parts made interchangeable.
- 16—Each unit factory tested before shipment to produce refrigeration in excess of its rated capacity.

**W**HY not settle this Refrigeration question once and for all? You know what it means in your business. You know what absolute control of room temperatures within the seven degree safety range—33 to 40—would mean to you. You know what an improvement it would be to be rid of sloppy, mussy and uncertain ice deliveries. You know how much better, fresher and cleaner you could keep foods—always free from water soaking. You know how easily extra money can be made by laying in stocks of perishable foods at low prices and taking profits when prices are higher.

# CLIMAX

## Model C Rotary Refrigeration Unit

—is an ideal outfit for many types of businesses. More compact than any Refrigeration Unit has ever been before, we also believe it is more efficient. Surely it is simpler to install, to operate, to maintain. It will solve your refrigeration problem with minimum expense and care. Our nationwide service organization backed by our \$2,500,000 corporation insures the utmost in service and satisfaction.

Write us about your requirements or send coupon. The services of our engineering and sales department are offered freely without expense or obligation to you. We also make Climax Reciprocating Type Units for larger requirements.

## Climax Engineering Company

1821 South 4th St., Clinton, Iowa  
16 Coast to Coast Sales Offices in  
Service Stations Principal Cities

Climax Engineering Co., 1821 South 4th St., Clinton, Iowa  
Gentlemen: Please give further information about Climax Rotary Refrigeration Units.  
Name .....  
Address .....  
Kind of Business .....

## The Stockinet Smoking Process



Saves  
Labor  
Trimmings  
Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,  
SQUARE Butts and Appearance

### The Ham Season is Now On

To get large sales, your Mr. Quality should have the assistance  
of Mr. Stockinet appearance.

Numerous Packers Throughout the Country Are  
Why Not You?

For Further Particulars Write or Phone

**Thomas F. Keeley, Licensor**

516 East 28th Street, Chicago, Ill.

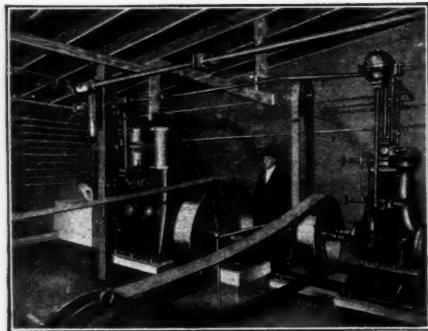
Telephone Calumet 0349

## "Saved Us A Thousand Dollars in One Year"

Writes Steigel & Geisler Bros., LaPorte, Indiana: "A little later, we shall install another 'Sterling' as we are well satisfied with the plant installed for us. The more machines we see, the better we like our 'Sterling.'"

### "STERLING"

#### Mechanical Refrigeration



"Sterling" Refrigeration is ideally suited for packing houses, sausage factories, etc. Write for free information, catalogs, etc., today.

**United Iron Works, Inc.**

Kansas City, Mo.

Sales Offices in Principal Cities

## Thorough Mix Always

if you use

### DAY Meat Mixers

Good sausage and mince meat depend to a great extent upon the thoroughness with which they are mixed. Meat products of better flavor because of proper blending are assured by using these machines. Leakage and waste in your plant are eliminated. And what is more the DAY Mixers are built to give long and efficient service with low upkeep. Mixers built more than 20 years ago are still in service.

SEVEN SIZES—80 lbs. to 100 lbs.  
Write for Details and Prices.

**THE J. H. DAY CO., Cincinnati, Ohio**

Offices in Principal Cities.



### BECHTOLD STARTS NEW PLANT.

A new concern, the Industrial Iron Works, has been established with headquarters at 359 Van Horne street, Jersey City, N. J., by W. V. Bechtold, Ernest Cupo and Jacob Bertram. Rendering tanks, dryers and other packinghouse equipment will be specialized in by the new company.

The members of the new firm are all well known and popular in the trade. Mr. Bechtold was for several years connected with the Vulcan Iron Works and had charge of many of that company's experiments. He is a recognized authority in rendering matters and has kept up with the rapid march of events in this field.

### PROFIT IN SAUSAGE MACHINES.

"Boss" sausage machines, it is claimed by their makers, the Cincinnati Butchers Supply Co., are fast money-makers for their users. "Boss" Silent Cutters, built for any capacity, with their fast revolving knives through the sharp-edged comb, rapidly shear the meat into uniformly fine sausage dough, and whip and mix the added water into it.

"Boss" meat mixers are built for any capacity, and with their hand-shaped wings on the twin shafts thoroughly work and mix the fine-cut meal, until every fibre has absorbed all the moisture it can hold. Thus it becomes an inseparable part of the uniformly mixed sausage dough which produces the much-desired juicy and palatable sausage.

### GENERAL MOTOR TRUCK HEADS.

W. L. Day, president and general manager of the General Motors Truck company, announces that on May 15 the executive force of the home office at Pontiac was strengthened by bringing to headquarters Otto E. Stoll, who for several years has been a vice-president of the company in charge of the New York branch and the eastern territory. Mr. Stoll goes to the home office to relieve Mr. Day of some of his duties. He will assume the duties of general manager, with Mr. Day as president.

Mr. Stoll has been with the General Motors Truck company since its beginning. His long experience in the truck business and his excellent executive ability well qualify him for his new position, which is a well-earned promotion, officials announced.

Mr. Day, in addition to his position as president of the General Motors Truck company, is a vice-president and director of the General Motors corporation.

### U. S. BUYS ATLANTIC CAN.

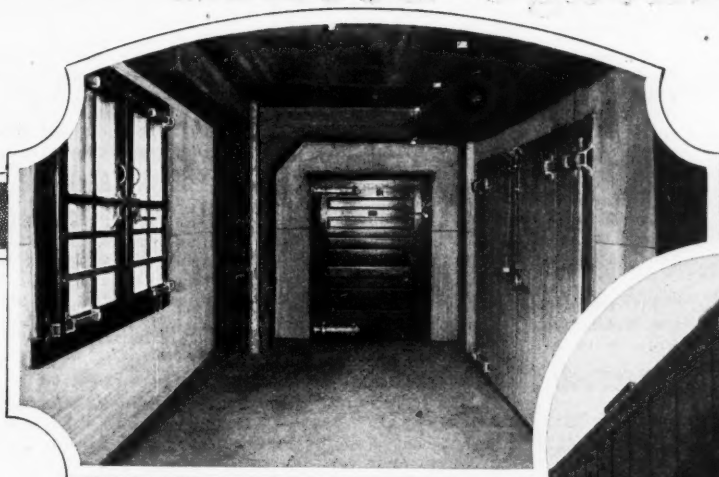
The controlling interest in the Atlantic Can Company, Baltimore, Maryland, has been bought by the United States Can Company, Cincinnati, O., according to recent announcements.

The Baltimore purchase will make the United States Can Company the third largest corporation of its kind in America, with plants in Cincinnati, Ohio, Baltimore, Md., Roanoke and Buchanan, Va., and warehouses at Little Rock, Ark., Henderson, Tex., and Jackson, Miss.

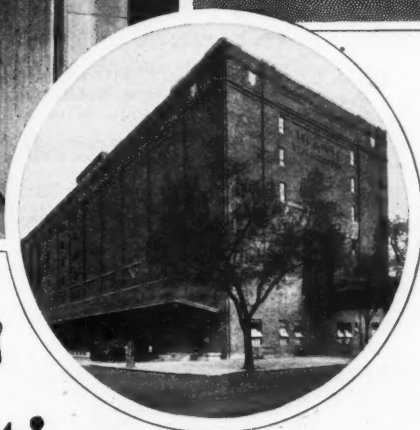
Improvements and enlargements are contemplated by the United States Can Company, and the volume of business which will result will place the consolidated interests of the United States Can Company in a strategic position to control a large portion of the tin can trade in its respective territories.

With the additional capacity of the Baltimore plant the combined output of the United States Can Company will be over 400,000,000 cans annually. The plant at Baltimore will be enlarged so as to include a full line of lard can manufacturing machinery, which will give them an additional advantage in the Eastern market.





Views of the Terminal Cold Storage Co.  
plant on Virginia Av., Washington, D. C.



# Door Satisfaction— is assured in this New Plant

**T**HE building pictured above represents the very last word in modern cold storage plant efficiency. It embodies every new feature for the reduction of wasted refrigeration and, standing as vanguard against this enemy of the cold storage plant are a total of 103 Jamison Cold Storage Doors and Windows, including 34 Jamison Doors, 20 Jamison Double Fireproof Doors, 10 Jamison Single Fireproof Doors, 15 Jamison Bunker Doors, and 24 Jamison Windows.

The building was built to withstand Time—and as it was desired that the Doors be worthy of the structure, specifications were for Jamison's.

Science may be striving to make most equipment lighter—but such is not the case with Refrigerator Doors. Weight means strength, durability, dependability! The hard use to which they are put requires such character! That's why, if put to the test, you would find that Jamison Products are **heavy duty products**—that the doors themselves weigh more than other doors—that the hardware used, aside from being the most practical and efficient, weighs three times as much as the hardware on other doors.

*If you care to make comparative efficiency tests, we shall be glad to have you do so—  
at our expense.*

**Jamison Doors**  
*for better refrigeration*

**Jamison Cold Storage Door Co., Hagerstown, Md., U. S. A.**

# Chicago Section

Milton Rauh, of E. Rauh & Sons, Dayton, Ohio, spent a few days in Chicago this week.

Frank Eckart, of the Fred Eckart Packing Co., Henderson, Ky., made a trip to the city this week.

Henry Fischer, of the Henry Fischer Packing Co., Louisville, Ky., was in Chicago during the week.

Joe L. Browne, Eldorado, Kans., secretary of the Kansas Retail Butchers Association, was in the city during the week.

Packers purchases of livestock at Chicago for the first three days of this week totaled 27,280 cattle, 12,001 calves, 77,705 hogs and 24,434 sheep.

If "you get what you give" is a true saying, then John W. Hall's service to the trade in manifold ways will soon put him in the Rockefeller class.

Severin L. Frey, of L. A. Frey & Sons, New Orleans, La., was in Chicago last week, calling on his many friends. Mr. Frey's concern is a leader in the Southern trade.

Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, May 24, for shipment sold out, ranged from 8.00 cents to 20.00 cents per pound, averaged 14.81 cents per pound.

Provision shipments from Chicago for the week ending May 24, with comparisons, were as follows

	Last week.	Prev. week.	Last year.
Cured meats, lbs. ....	18,083,000	15,713,000	12,347,000
Fresh meats, lbs. ....	42,132,000	39,869,000	22,811,000
Lard, lbs. ....	8,885,000	7,915,000	11,407,000

Charles W. Myers, director of the trade relations department of Armour & Company, has been re-elected president of the Chicago Manufacturers' Auxiliary, composed of 25 of the leading food and grocery houses of the country. As a "jiner" Charley holds the world's record.

George C. Maier, president of Maier & Co., Chicago packers, sails for Europe June 3 on the S S Republic, and will land in Bremen about June 15. Mr. Maier expects to be gone for about three months, visiting every city of any importance on the other side of the water.

John Tippet, who has had charge of Vestey Brothers interests in Brazil, is in the United States, and has been visiting in Chicago. Mr. Tippet, who was formerly connected with the old S. & S. organization, and later general manager of the Booth Fisheries, is very well known in the trade.

Just because you see Mort Mannheimer's and Ed. Merritt's and Ike Powers' and Fred Fuller's and Jir Cownie's and Tom Taliaferro's names in this column every once in a while, you meat men down around Pottsville and Chambersburg and elsewhere in Pennsylvania needn't feel jealous. They're closer to Chicago, that's all.



INSURES SANITARY HANDLING AND PROMOTES INDUSTRIAL RELATIONS

Spotless caps and aprons and manicured fingers stimulate employee pride and insure sanitary handling of sliced bacon in the modern packing plant. This picture shows the girls in the sliced bacon department, Swift & Co., Chicago, in their new uniforms.

H. C. GARDNER F. A. LINDBERG  
**GARDNER & LINDBERG**  
ENGINEERS  
Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage,  
Manufacturing Plants, Power Install-  
ations, Investigations  
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George F. Pine Walter L. Munneke  
**Pine & Munneke Co.**  
PACKING HOUSE & COLD STORAGE  
CONSTRUCTION; CORK INSULATION &  
OVER HEAD TRACK WORK.  
10 Marquette Bldg. Detroit, Mich. Phone: Cherry 3750-3751

**C. W. RILEY, Jr.**  
BROKER  
2100 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
Offerings Solicited

H. P. Henschien R. J. McLaren  
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PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

**H. N. Jones Construction Co.**  
Engineers  
San Antonio, Texas  
Designs and Builds  
Packing Houses  
30 Years Experience

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing etc. You Profit by Our 25 Years' Ex-  
perience. Lower Construction Cost. Higher  
efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

Fred J. Anders Chas. H. Reimers  
**ANDERS & REIMERS**  
ARCHITECTS  
ENGINEERS  
314 Erie Bldg. Packing House  
Cleveland, O. Specialists

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

Erwin H. Powers, auditor and office manager for the Columbus Packing Co., died at his home at Columbus, O., on May 24, at the age of 35. Mr. Powers formerly occupied the same position with Allied Packers, Inc., with headquarters at Chicago, and was well-known and liked in the trade. He leaves a widow and one daughter, and is survived by his parents, one sister and three brothers.

A NOVELTY IN COOK BOOKS.

A novel idea in cook books has been worked out by Miss Anne Page of San Francisco, formerly secretary to Manager Ernest Schaeffle of the Meat Council of Northern California.

Miss Page has prepared a book in which the recipes will be divided into the time it takes to prepare and cook the dishes. The book is designed especially for the woman in business who is also a housekeeper and who must prepare her meals in a limited space of time, and for the housewife whose afternoon has been so taken up that she must prepare her evening meal in haste.

For instance, returning from the matinee at 5:30 p. m., with dinner to be served at 6:30, the housewife hastily consults her book and finds that she can prepare and serve chops, steaks or fried or broiled ham in 15 minutes, meats prepared in other ways in 30 minutes or 45 minutes or whatever time she has available. In other words, with time at a premium, recipes will always be available for the preparation of palatable foods.

The book is about ready for distribution and will be sold through the newspapers.

CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 19	24,885	4,503	43,932	10,775
Tues., May 20	9,318	6,044	24,033	8,201
Wed., May 21	12,384	2,582	23,323	5,856
Thur., May 22	13,511	6,229	33,951	7,215
Fri., May 23	4,765	1,563	35,756	5,719
Sat., May 24	634	547	4,158	2,439
Totals last week	65,495	21,518	165,753	40,204
Previous week	55,365	18,161	144,406	58,563
Year ago	63,799	19,779	179,023	62,040
Two years ago	50,581	16,813	165,198	68,874

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 19	6,407	..	8,840	2,048
Tues., May 20	2,390	12	3,600	493
Wed., May 21	3,958	12	3,832	685
Thur., May 22	3,420	40	7,437	1,139
Fri., May 23	2,253	15	9,797	1,733
Sat., May 24	539	42	3,045	..
Total last week	18,767	121	36,590	6,098
Previous week	16,670	190	42,490	11,669
Year ago	17,909	80	31,083	6,618
Two years ago	21,775	210	26,980	14,536

Receipts at Chicago Stock Yards thus far this year to May 24, with comparative totals:

	1924.	1923.
Cattle	1,182,322	1,183,590
Calves	353,684	342,168
Hogs	4,455,125	4,086,206
Sheep	1,437,634	1,496,214

Combined weekly hog receipts at eleven markets for 1924 to May 24, with comparisons:

	Week.	Year to date.
Week ending May 24	666,000	16,709,000
Previous week	628,000	..
Corresponding week 1923	706,000	15,778,000
Corresponding week 1922	630,000	11,628,000
Corresponding week 1921	627,000	12,866,000

Combined receipts at seven points for the week ending May 24, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending May 24	215,000	558,000	126,000
Previous week	194,000	507,000	149,000
1923	201,000	552,000	183,000
1922	174,000	517,000	153,000
1921	154,000	489,000	187,000
1920	137,000	570,000	139,000

Combined receipts at seven markets for 1924 to May 24, and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1924	3,762,000	13,871,000	3,722,000
1923	3,760,000	13,115,000	4,069,000
1922	3,475,000	9,505,000	3,603,000
1921	3,345,000	10,118,000	4,445,000
1920	3,750,000	10,960,000	3,464,000

\*Calves at Omaha, St. Louis and St. Joseph are counted as cattle.

You Can Save \$2400.00 Yearly  
In Your Sausage Room

If you equip your sausage room with an Oscar Mayer Casing Flusher you will save \$2400.00 a year over old methods. The machine allows one sausage stuffer to do the work of three, because the stuffer no longer needs to draw the casings onto the nozzle.

At the same time the casings are given a much better flushing than could be gotten under the old hand method.

Forty packers in all parts of the country are getting fine work out of this machine, and are thoroly satisfied that it is a great labor saver. No packer can afford any longer to be without one.

The coupon below will bring you a cut of the machine, price and detailed information. Mail it today!

OSCAR G. MAYER

1241 Sedgwick Street  
Chicago, Ill.

OSCAR G. MAYER  
1241 Sedgwick St., Chicago.

Please tell me more about your Casing Flusher.

Name .....  
Address .....  
Town ..... State .....

Chicago Stock Yards receipts average weight and top and average prices for hogs for under-mentioned weeks:

	Number received.	Average weight, lbs.	Top.	Average.
*Week ending May 24	166,600	237	\$ 7.75	\$ 7.50
Previous week	144,406	237	7.65	7.30
1923	179,023	237	7.75	7.35
1922	165,198	240	11.00	10.50
1921	168,569	239	8.85	8.15
1920	156,377	237	15.15	14.40
1919	147,481	232	20.70	20.25
1918	120,232	231	17.40	16.65
1917	89,918	230	16.12 1/2	15.60
1916	125,578	221	9.85	9.65
1915	128,704	229	7.90	7.60
1914	117,725	235	8.35	8.15
Average 1914-1923	140,900	232	\$12.30	\$11.85

\*Receipts and average weight for week ending May 24, 1924, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.				
	Cattle.	Hogs.	Sheep.	Lambs.
Week ending May 24	\$ 9.50	\$ 7.50	\$ 7.50	\$14.50
Previous week	9.65	7.30	7.50	15.10
1923	9.85	7.35	7.10	14.08
1922	8.35	10.50	7.35	12.60
1921	8.10	8.15	4.20	11.30
1920	12.10	14.40	10.80	15.75
1919	14.15	20.25	11.05	14.85
1918	15.25	16.65	14.50	17.30
1917	12.00	15.60	12.75	16.15
1916	9.65	9.65	7.55	10.00
1915	8.60	7.60	5.55	10.25
1914	8.40	8.15	6.35	8.00
Average 1914-1923	\$10.65	\$11.85	\$ 8.05	\$13.05

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending May 24	47,200	129,600	84,700
Previous week	38,695	101,916	46,894
1923	45,821	147,040	55,522
1922	37,806	139,323	64,038
1921	20,709	147,742	66,242
1920	22,424	126,906	38,992

\* Saturday, May 24, estimated.

Chicago packers hogs slaughtered for the week ending May 24, 1924.

Armour & Co.	10,900
Anglo-American	6,400
Swift & Co.	13,900
Hammond Co.	7,000
Morris & Co.	12,100
Wilson & Co.	11,300
Boyd-Lunham	8,200
Western Packing Co.	14,400
Roberts & Oake	6,300
Miller & Hart	6,200
Independent Packing Co.	6,600
Brennan Packing Co.	7,900
Wm. Davies Co.	..
Agar Packing Co.	109
Others	23,200

Totals	134,500
Previous week	122,100
Year ago	156,100
Two years ago	144,300
Three years ago	153,600

(For Chicago livestock prices see page 38.)



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carload Trading, Wednesday, May 28, 1924.

### Green Meats.

Regular Hams—	
8-10 lbs. avg.	@ 15
10-12 lbs. avg.	@ 15
12-14 lbs. avg.	@ 14 1/2
14-16 lbs. avg.	@ 14 1/2
16-18 lbs. avg.	@ 15 1/2
18-20 lbs. avg.	@ 15 1/2

Skinned Hams—	
14-16 lbs. avg.	@ 17
16-18 lbs. avg.	@ 17 1/2
18-20 lbs. avg.	@ 16 1/2
20-22 lbs. avg.	@ 15 1/2
22-24 lbs. avg.	@ 14 1/2
24-26 lbs. avg.	@ 13
26-30 lbs. avg.	@ 12 1/2

Picnics—	
4-6 lbs. avg.	@ 8 1/2
6-8 lbs. avg.	@ 8 1/2
10-12 lbs. avg.	@ 8 1/2
12-14 lbs. avg.	@ 7 1/2

Clear Bellies—	
6-8 lbs. avg.	@ 13 1/2
8-10 lbs. avg.	@ 11 1/2
10-12 lbs. avg.	@ 11 1/2
12-14 lbs. avg.	@ 11
14-16 lbs. avg.	@ 10 1/2

### Pickled Meats.

Regular Hams—	
10-12 lbs. avg.	14 1/2 @ 15 1/2
12-14 lbs. avg.	14 1/2 @ 15 1/2
14-16 lbs. avg.	14 1/2 @ 15 1/2
16-18 lbs. avg.	15 1/2 @ 15 1/2
18-20 lbs. avg.	15 1/2 @ 16

Boiling Hams—	
16-18 lbs. avg.	@ 16
18-20 lbs. avg.	@ 16 1/2
20-22 lbs. avg.	@ 16 1/2

Skinned Hams—	
14-16 lbs. avg.	@ 15 1/2
16-18 lbs. avg.	@ 15 1/2
18-20 lbs. avg.	@ 15
20-22 lbs. avg.	@ 14
22-24 lbs. avg.	@ 13 1/2
24-26 lbs. avg.	@ 13 1/2
26-30 lbs. avg.	@ 13

Picnics—	
4-8 lbs. avg.	@ 8 1/2
6-8 lbs. avg.	@ 8 1/2
8-10 lbs. avg.	@ 7 1/2
10-12 lbs. avg.	@ 7 1/2
12-14 lbs. avg.	@ 7 1/2

Bellies (square cut and seedless)—	
6-8 lbs. avg.	@ 12 1/2
8-10 lbs. avg.	@ 11 1/2
10-12 lbs. avg.	@ 11
12-14 lbs. avg.	@ 10 1/2
14-16 lbs. avg.	@ 10 1/2

### Dry Salt Meats.

Extra ribs, 35-45.	@ 9 1/2
Extra clears, 35-45.	@ 9 1/2
Regular plates, 6-8.	@ 8 1/2
Clear plates, 4-7.	@ 8 1/2
Jowl butts.	@ 7 1/2

Fat Backs—	
8-10 lbs. avg.	@ 7 1/2
10-12 lbs. avg.	@ 7 1/2
12-14 lbs. avg.	@ 8 1/2
14-16 lbs. avg.	@ 8 1/2
16-18 lbs. avg.	@ 9 1/2
18-20 lbs. avg.	@ 10
20-25 lbs. avg.	@ 10 1/2

Clear Bellies—	
14-16 lbs. avg.	@ 10 1/2
16-18 lbs. avg.	@ 10 1/2
18-20 lbs. avg.	@ 10 1/2
20-25 lbs. avg.	@ 10 1/2
30-35 lbs. avg.	@ 10
35-40 lbs. avg.	@ 9 1/2
40-50 lbs. avg.	@ 9 1/2

## FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, MAY 24, 1924.

	Open.	High.	Low.	Close.
LARD—				
May	10.40	10.42 1/2	10.37 1/2	10.25
July	10.67 1/2	10.72 1/2	10.65	10.67 1/2
September				
CLEAR BELLIES—				
May				10.00
July				10.07 1/2
September				
SHORT RIBS—				
May	9.80	9.80	9.70	9.70
July	9.75	9.80	9.65	9.65
September				9.80

MONDAY, MAY 26, 1924.

	Open.	High.	Low.	Close.
LARD—				
May	10.35	10.37 1/2	10.35	10.25 n
July	10.65	10.67 1/2	10.65	10.37 b
September				10.67
CLEAR BELLIES—				
May				10.00 n
July				10.12 b
September				10.42 b
SHORT RIBS—				
May				9.72 b
July				9.70 b
September				9.82 b

TUESDAY, MAY 27, 1924.

	Open.	High.	Low.	Close.
LARD—				
May	10.37 1/2	10.37 1/2	10.32 1/2	10.20 n
July	10.67 1/2	10.67 1/2	10.62 1/2	10.30 b
September				10.62 b
CLEAR BELLIES—				
May				10.05 n
July				10.17ax
September				10.45
SHORT RIBS—				
May				9.75 n
July				9.72 b
September				9.82 b

WEDNESDAY, MAY 28, 1924.

	Open.	High.	Low.	Close.
LARD—				
May	10.20	10.20	10.17 1/2	10.17ax
July	10.32 1/2	10.32 1/2	10.27 1/2	10.30ax
September	10.60	10.60	10.57 1/2	10.60ax
CLEAR BELLIES—				
May				10.05ax
July				10.17ax
September				10.45ax
SHORT RIBS—				
May				9.72 n
July	9.75	9.75	9.70	9.70ax
September				9.80ax

THURSDAY, MAY 29, 1924.

	Open.	High.	Low.	Close.
LARD—				
May	10.32 1/2	10.32 1/2	10.32 1/2	10.17 ax
Sept.	10.60	10.62 1/2	10.60	10.32 b
CLEAR BELLIES—				
May				10.05 n
July				10.17 b
Sept.				10.45 b
SHORT RIBS—				
May				9.75 b
July				9.72-75 b
Sept.				9.80 n

FRIDAY, MAY 30, 1924.

Memorial Day, no market.

## BOOSTING BEEF CHUCKS.

The campaign of the Hudson County Meat Council to increase the consumption of beef chucks is under full headway. A large poster printed in red and blue calling attention to the value of chuck for steak or pot roast, is the latest one prepared and given widespread distribution. Recipe leaflets were also printed and distributed among retail meat dealers, who gave them out to customers. Four tasty ways to cook and serve chuck were included.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Wednesday, May 28, 1924, with comparisons, follows:

	Week, ending May 28.	Prev. week.	Cor. week, 1923.
Armour & Co.	10,739	9,389	8,000
Anglo-Amc. Pro. Co.	5,413	5,963	15,900
Swift & Co.	10,761	10,723	16,300
G. H. Hammond Co.	6,599	5,851	9,300
Morris & Co.	12,928	11,479	15,600
Wilson & Co.	9,295	9,641	11,500
Boyd-Lunham & Co.	8,275	6,892	7,200
Western Pkg. & Pro. Co.	9,700	9,400	14,700
Roberts & Oak.	6,453	4,955	4,500
Miller & Hart.	5,421	5,773	4,800
Independent Packing Co.	3,837	4,755	6,100
Brennan Packing Co.	5,870	7,048	5,300
William Davies Co.			3,700
Agar Packing Co.	100	200	300
Others	5,500	3,000	8,100
Total	100,921	95,069	130,300

## CHICAGO RETAIL FRESH MEATS

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	35	30	15
Rib roast, light end.	45	35	20
Chuck roast	20	20	18
Steaks, round	40	30	30
Steaks, sirloin, first cut.	48	40	25
Steaks, porterhouse	60	45	25
Steaks, flank	28	25	18
Beef stew, chuck	18	15	12 1/2
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rump, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	38	25
Legs	40	28
Stews	12 1/2	18
Chops, shoulder	24	20
Chops, rib and loin	50	

### Mutton.

Legs	26
Stew	12 1/2
Shoulders	20
Chops, rib and loin	35

### Pork.

Loin, whole, 8@10 avg.	25
Loin, whole, 10@12 avg.	21
Loin, whole, 12@14 avg.	20
Loin, whole, 14 and over.	18
Chops	30
Shoulders	13
Butts	15
Spareribs	12
Hocks	12
Leaf lard, unrendered	14

### Veal.

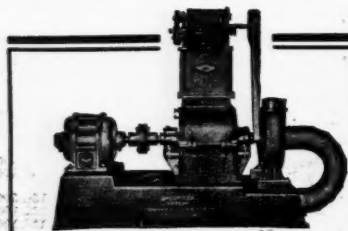
Hindquarters	25
Forequarters	12
Legs	35
Breasts	14
Shoulders	14
Cutlets	22
Rib and loin chops.	40

### Butchers' Offal.

Suet	4
Shop fat	2
Bones, per 100 lbs.	60
Calf skins	15
Kids	13
Deacons	12

## CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., I. C. L.	6 1/2	6 1/2
Crystals	7 1/2	7 1/2
Double refined nitrate of soda, f. o. b.		
N. Y. & S. P., carloads	4 1/2	4 1/2
Less than carloads, granulated	4 1/2	4 1/2
Crystals	5 1/2	5 1/2
Kegs, 100@180 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	10	9 1/2
Crystals to powdered, in bbls., in 5-ton lots or more	10 1/2	9 1/2
In bbls., in less than 5-ton lots	10 1/2	10
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or powdered, in bbls.	5 1/2	5
Salt—		
Granulated, car lots, per ton f. o. b., Chicago		\$ 8.80
Medium, car lots, per ton, f. o. b., Chicago		9.80
Rock, car lots, per ton, f. o. b., Chicago		7.00
Sugar—		
Raw sugar, 96 basis		@ 5.50
Second sugar, 90 basis		@ 5.75
Syrup, testing 65 to 65 combined sucrose and invert		@ 40
Standard, granulated, f. o. b., refinery (net)		@ 6.80
Plantation, granulated, f. o. b., New Orleans (less 5 per cent)		
White clarified, f. o. b., New Orleans (net)		@ 6.60
Yellow clarified, f. o. b., New Orleans (net)		



## The Gruendler Ball Bearing Beef Scrap and Crackling Grinder for poultry feed

The GRUENDLER Ball Bearing Beef Scrap and Crackling Grinder including Air conveying system and cyclone collector is a known success for grinding poultry feed. Direct motor drive, if desired, requiring very little floor space. A compact, well built grinder for continuous duty 24 hours. Why experiment—the GRUENDLER has stood the test for over 35 years. Also Manufacturers of Bone Mills, Carcasses, Crushers, Tankage, and all by-products.

Write for further information

GRUENDLER PATENT CRUSHER & PULV. CO.  
932 N. Main St. Established 1885 St. Louis, Mo.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending May 31, 1923.	Cor. week 1923.
Prime native steers	18 @20	16 @17
Good native steers	14 @15	14 @15
Medium steers	14 @16	11 1/2 @13
Hettlers, good	13 @18	12 @16
Cows	9 @14	9 @12
Hind quarters, choice	@25	@22
Fore quarters, choice	@24	@13

## Beef Cuts.

Steer Loins, No. 1	@40	@32
Steer Loins, No. 2	@36	@30
Steer Short Loins, No. 1	@42	@43
Steer Short Loins, No. 2	@43	@38
Steer Loin Ends (hips)	@28	@24
Steer Loin Ends, No. 2	@30	@23
Cow Loins	15 @28	15 @25
Cow Short Loins	24 @38	25 @32
Cow Loin Ends (hips)	@20	@16
Steer Ribs, No. 1	@30	@24
Steer Ribs, No. 2	@28	@21
Cow Ribs, No. 1	@43	@40
Cow Ribs, No. 2	@42	@40
Cow Ribs, No. 3	@45	@42
Steer Rounds, No. 1	@18	@15 1/2
Steer Rounds, No. 2	@17 1/2	@15
Steer Chucks, No. 1	@11	@10 1/2
Steer Chucks, No. 2	@10	@9
Cow Rounds	@19 1/2	12 @14
Cow Chucks	@9	8 @8 1/2
Steer Plates	@14 1/2	@9 1/2
Medium Plates	@10	@8 1/2
Briskets, No. 1	@16	@16
Briskets, No. 2	@16	@12
Steer Navel Ends	6 1/2 @7	@6 1/2
Cow Navel Ends	5 1/2 @6 1/2	@5 1/2
Fore Shanks	@6	@4
Hind Shanks	4 1/2 @5 1/2	@4
Rolls	18 @20	18 @22
Strip Loins, No. 1, boneless	@65	@55
Strip Loins, No. 2	@65	@55
Strip Loins, No. 3	@12	@14
Sirloin Butts, No. 1	@35	@30
Sirloin Butts, No. 2	@25	@26
Sirloin Butts, No. 3	@18	@17
Beef Tenderloins, No. 1	@75	@70
Beef Tenderloins, No. 2	@65	@60
Rump Butts	@17	@17
Flank Steaks	@10	8 1/2 @8 1/2
Boneless Chucks	@10	@13
Shoulder Clods	@15	@8
Hanging Tenderloins	@10	

## Beef Products.

Brains, per lb.	7 @10	8 @9
Hearts	4 1/2 @6	4 @5
Tongues	20 @30	20 @30
Sweetbreads	41 @42	40 @41
Cx-Tail, per lb.	7 @9	8 @9
Fresh Tripe, plain	@4	@4
Fresh Tripe, H. C.	6 @9 1/2	6 @9 1/2
Livers	8 @9	6 1/2 @9
Kidneys, per lb.	8 @9 1/2	6 1/2 @9

## Veal.

Choice Carcass	17 @18	16 1/2 @18
Good Carcass	12 1/2 @16	11 @16
Good Saddle	20 @27	20 @28
Good Backs	8 @12	8 @13
Medium Backs	6 @8	6 @8

## Veal Product.

Brains, each	8 @9	7 @9
Sweetbreads	52 @58	53 @60
Calif Livers	28 @30	28 @34

## Lamb.

Choice Lambs	@31	@30
Medium Lambs	@29	@29
Choice Saddles	@35	@34
Medium Saddles	@33	@32
Choice Fores	@25	@25
Medium Fores	@24	@23
Lamb Fries, per lb.	31 @32	31 @31
Lamb Tongues, each	@13	@13
Lamb Kidneys, per lb.	@25	@25

## Mutton.

Heavy Sheep	@12	@12
Light Sheep	@10	@10
Heavy Saddles	@14	@14
Light Saddles	@25	@23
Heavy Fores	@10	@10
Light Fores	@15	@14
Mutton Legs	@25	@25
Mutton Loins	@20	@20
Mutton Stew	@12	@10
Sheep Tongues, each	@13	@13
Sheep Heads, each	@10	@10

## Fresh Pork, Etc.

Dressed Hogs	@15	@12
Pork Loins, 8 @10 lbs. avg.	@19	@20
Leaf Lard	@11 1/2	@11
Tenderloin	@55	@60
Spare Ribs	@7	@8
Butts	@12	@14
Hocks	@11 1/2	@8
Trimminings	@6 1/2	@8 1/2
Extra Lean Trimminings	@10 1/2	@10 1/2
Tails	@7 1/2	@7 1/2
Squats	@5	@6
Pigs' Feet	@4 1/2	@4 1/2
Pigs' Heads	@5	@7
Blade Bones	@7	@7 1/2
Head Meat	@7 1/2	@6
Cheek Meat	@7 1/2	@6
Hog Livers, per lb.	@5	@4 1/2
Neck Bones	@3	@3
Skinned Shoulders	@11	@10
Pork Hearts	@4	@4 1/2
Pork Kidneys, per lb.	@4 1/2	@5 1/2
Pork Tongues	@19	@14
Slip Bones	@9	@9
Tail Bones	@9	@9
Brains	@10	@11 1/2
Back Fat	@11 1/2	@12 1/2
Hams	@19	@17 1/2
Calas	@10	@9 1/2
Bellies	@19	@13

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons	@22
Country style sausage, fresh, in link	@14
Country style sausage, fresh, in bulk	@18
Mixed sausage, fresh	@12 1/2
Frankfurts in pork casings	@13 1/2
Frankfurts in sheep casings	@18 1/2
Bologna in beef bungs, choice	@15
Bologna in beef middles, choice	@14 1/2
Bologna in cloth, paraffined, choice	@14
Liver sausage in hog bungs	@16
Liver sausage in beef rounds	@16
Head cheese	@11
New England luncheon specialty	@17
Liberty luncheon specialty	@17
Minced luncheon specialty	@14
Tongue sausage	@20
Blood sausage	@15
Polish sausage	@14 1/2
Souse	@14

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	@46
Cervelat, new condition, in hog bungs	@15 1/2
Thuringer Cervelat	@20
Farmer	@24
Holsteiner	@24
B. C. Salami, choice, in hog bungs	@41
Milano Salami, new condition	@40
B. C. Salami, new condition	@38
Frissae, choice, in hog middles	@36
Genoa style Salami	@29
Peperoni	@29
Mortadella, new condition	@20
Capicola	@46
Italian style hams	@35
Virginia style hams	@38

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	5.75
Large tins, 1 to crate	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate	6.00
Large tins, 1 to crate	7.00

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce	@19
Beef rounds, export, 225 sets, per tierce	@23
Beef middles, 110 sets, per tierce, per set	@65
Beef bungs, No. 1, 400 pieces, per tierce, per piece	@30
Beef bungs, No. 2, 400 pieces, per tierce, per piece	@18
Beef weasands, No. 1, per piece	@17
Beef weasands, No. 2, per piece	@8
Beef bladders, small, per doz.	@1.40
Beef bladders, medium, per doz.	@1.50
Beef bladders, large, per doz.	@1.60
Hog casings, medium, f. o. s., per lb.	@0.90
Hog casings, extra narrow, selected, per lb. f. o. s.	@2.00
Hog middles, without cap, per set	@16
Hog bungs, with cap, per set	@18
Hog bungs, export	@22
Hog bungs, large, prime	@15
Hog bungs, medium	@7 1/2
Hog bungs, small, prime	@5
Hog bungs, narrow, no demand	@3
Hog stomachs, per piece	@8

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	53.00
Lamb tongues, long cut, 200-lb. bbl.	48.00
Lamb tongues, short cut, 200-lb. bbl.	57.00

## CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6
Corned beef	2.40	2.35	4.00	16.00
Roast beef	2.40	2.35	4.00	15.00
Roast mutton	1.85	4.00	4.75	16.50
Sliced dried beef	1.85	4.00	4.75	16.50
Ox tongue, whole	2.85	4.70	9.50	34.50
Lunch tongue	1.50	2.75	4.25	....
Corned beef hash	1.50	2.25	4.25	....
Hamburger steaks with onions	1.15	2.25	4.15	....
Vienna style sausage	2.00	....	....	....
Veal loaf, medium size	1.25	....	....	....
Chili con carne with, or without, beans	.80	1.25	....	....
Potted meats	....	....	....	....

## BARRELED PORK AND BEEF.

Mess pork, regular	\$23.00
Family back pork, 20 to 34 pieces	23.50
Family back pork, 35 to 45 pieces	24.00
Clear back pork, 40 to 50 pieces	22.50
Clear plate pork, 25 to 35 pieces	18.50
Clear plate pork, 35 to 45 pieces	18.25
Bean pork	18.00
Brisket pork	19.50
Plate beef	19.50
Extra plate beef, 200-lb. barrels	20.50

## COOPERAGE.

Ash pork barrels, black iron hoops	\$1.67 1/2 @1.70
Oak pork barrels, black iron hoops	1.87 1/2 @1.90
Red oak barrels, galv. iron hoops	1.87 1/2 @1.90
Red oak lard tierces	2.50 @2.52 1/2
White oak lard tierces	2.70 @2.72 1/2
White oak ham tierces	@3.05

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	@21
Cartons, rolls or prints, 1-lb.	@22
Shortenings, 30 @60 lbs. tubs	@21 1/2
Nut Margarine, prints, 1 lb.	@20 1/2

## DRY SALT MEATS.

Extra short clears	@9 1/2
Extra short ribs	@9 1/2
Short clear middles, 60-lb. avg.	@10 1/2
Clear bellies, 14 @16 lbs.	@10 1/2
Clear bellies, 18 @20 lbs.	@10 1/2
Clear bellies, 25 @30 lbs.	@10 1/2
Rib bellies, 25 @30 lbs.	@10 1/2
Fat backs, 10 @12 lbs.	@7 1/2
Fat backs, 12 @14 lbs.	@8 1/2
Fat backs, 14 @16 lbs.	@8 1/2
Regular plates	@7 1/2
Butts	@8 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lbs.	@22 1/2
Standard regular hams, 10 @18 lbs.	@24
Standard regular hams, 12 @16 lbs.	@19 1/2
Picnics, 6 @8 lbs.	@18 1/2
Standard bacon, 8 @12 lbs.	@19
Standard bacon, 4 @8 lbs.	@17 1/2
Standard bacon strips, 6 @7 lbs.	@18 1/2
Cooked hams, choice, skin on surplus fat off, smoked	@32 1/2
Cooked hams, choice, skinned, surplus fat off, smoked	@33 1/2
Cooked hams, choice, skinned, surplus fat off, smoked	@35 1/2
Picnics, skin on, surplus fat off, smoked	@36 1/2
Picnics, skinned, surplus fat off, smoked	@37
Loin roll	@37

## ANIMAL OILS.

Prime lard oil	12 1/2 @12 1/2
Extra winter strained lard	11 @11 1/2
Extra lard oil	10 1/2 @11 1/2
Extra No. 1 lard	10 @10 1/2
No. 1 lard oil	9 1/2 @10 1/2
No. 2 lard oil	9 @9 1/2
Pure neatfoot oil	14 @14 1/2
Extra neatfoot oil	10 @10 1/2
No. 1 neatfoot oil	9 1/2 @10
Acidless tallow oil	9 1/2 @10

## FERTILIZERS.

Ground, dried blood	2.65 @2.75
Hoofmeal	2.15 @2.25
Ground tankage, 10 to 11%	2.35 @2.50
Ground tankage, 6 to 9%	2.10 @2.25
Crushed and unground tankage	1.75 @2.00
Ground raw bone, per ton	26.00 @28.00
Ground steam bone, per ton	19.00 @20.00
Unground steam bone	14.00 @16.00
Unground bone tankage	10.00 @12.00

## HORNS, HOOF AND BONES.

No. 1 horns, 75 lb. average	\$250.00 @300.00
No. 2 horns, 40 lb. average	200.00 @210.00
No. 3 horns	140.00 @150.00
Hoofs, black and striped	35.00 @40.00
Hoofs, white	70.00 @80.00
Round shin bones, heavies	135.00 @140.00
Round shin bones, lights and med.	90.00 @100.00
Flat shin bones, heavies	80.00 @85.00
Flat shin bones, lights and med.	60.00 @65.00
Thigh bones, heavies	100.00 @110.00
Thigh bones, lights and med.	80.00 @90.00
Buttock bones	55.00 @60.00
Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and cartload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.	

## LARD (Unrefined).

Prime, steam, cash tierces	@10.20
Prime, steam, loose	@9.22
Leaf, fat	@9.37
Neutral lard	@11.87

## LARD (Refined).

Pure lard, kettle rendered, per lb.	@10.75
Pure lard, tierces	@10.75
Compound	@9.75

## OLEO OIL AND STEARINE.

Oleo oil, extra	11 1/2 @12
Oleo oil	10 @10 1/2
Prime No. 1 oleo oil	10 1/2 @11
Prime No. 2 oleo oil	10 @10 1/2
No. 3 oleo oil	9 1/2 @10
Prime oleo stearine, edible	@10
No. 2 oleo stearine, edible	@9 1/2

## TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 titre	7 1/2 @8
Fancy tallow, under 2% acid, 43 titre	7 @7 1/2
No. 1 tallow, basis 10% f.f.a., 42 @43 titre	6 1/2 @6 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre	5 1/2 @5 1/2
Prime oleo stearine	@10
Choice white grease, max. 4% acid, loose	@7
Chicago	@6 1/2
B-White grease, max. 5% acid	8 1/2 @8 1/2
Yellow grease, 12-15 f.f.a.	6 @6 1/2
Yellow grease, 15-20 f.f.a.	5 1/2 @6
Brown grease, 40 f.f.a.	5 1/2 @5 1/2

## VEGETABLE OILS.

Cotton seed oil—White, deodorized, in bbls.	11 1/2 @12
Yellow, deodorized, in bbls.	11 1/2 @11 1/2
P. S. Y., soap grade, loose	8 1/2 @8 1/2
P. S. Y., loose, Chicago	8 1/2 @8 1/2
Tea	4 @4 1/2
Linseed oil, loose, per gal.	@90
Cor. oil, loose	8 @8 1/2
Soya bean oil, seller tank, f. o. b. coast	@8 1/2
Cocoon oil, seller tank, f. o. b. coast	@7 1/2

# Retail Section

## *Saving the Little Things*

### How a Butcher Built Up a Successful Business Through Economy and System

By Bruce J. Maguire

[EDITOR'S NOTE.—This retailer is located in a thriving city in the West, and is one of its leading citizens. He got his start by "saving the little things," and he has made his success by sticking to the rule.

He is now president of the Kansas Retail Butchers' Association, one of the liveliest organizations of its kind in the country. He puts down some thoughts and suggestions here for readers of THE NATIONAL PROVISIONER which are worth the consideration of any meat man.]

To begin with, in order to make a success in any business, in my opinion, one must thoroughly understand the business



in which he is engaged. For after all, it is not so much what we make as what we save. And in order to be able to save, one must know how.

The first lesson I received in saving was thirty-five years ago—or, in other words, when I began to learn the butcher business. This was in a small town, and we did our own killing.

I was sweeping out the slaughterhouse after a day's killing, when my boss took me to task for not picking up the little pieces of fat, instead of sweeping them out to the hogs.

#### Why He Saved Pieces of Fat.

To me it was silly to save the small pieces, which were hardly worth picking up. But he explained to me very forcefully that if he saved the small pieces, and his competitor did not, he would be that much ahead of his competitor.

This started me to thinking along business lines. And how many many ways there are to save in every day's business!

If you walk into the average meat market, and watch the boss or cutters wrap a piece of meat, and see how much paper is used in wrapping up a piece of meat, you will not wonder why the paper man's profits are increasing, instead of the market-man's.

#### Saving Paper and Twine.

Why let your men use twine two or three times around a package, when once will do?

You not only decrease your overhead by looking after these items, but you make better men of your employees, not only for yourself, but for the men themselves, as you will have taught them to save.

I observe that the packers spend thousands of dollars experimenting on how to get the most out of their products. By

selling their by-products to the best advantage, they are able to sell their dressed animals at a more reasonable price.

And so it is in my business. I am always trying some experiment with my by-products.

#### This Butcher Makes Soap.

For instance, I tried to utilize my surplus grease in making soap. After experimenting for a while, I found I could make a one-pound bar of soap perfectly white, to retail for 10c.

This gave me a very good profit, and also gave my customers better value for their money, both as to quality and quantity, than they could get elsewhere.

Business on this product has increased to such an extent that I have bought up all the old grease in my neighborhood. Last fall we made 5,000 bars.

#### Soap Chips and Ham Hocks.

The trimmings and waste from making this soap we run through an Enterprise grinder and sell for soap chips at 15c per pound.

We also use the ham hocks and trimmings to make a ham salad. We have tried many other things, which have proved profitable and good sellers.

My experience has taught me that every business, small or large, must have a system to be successful. My slogan is "A place for everything, and everything in its place."

#### Meat Displays and System.

We have a twelve-foot window, which we use to display our meats in season. We change our display every day. This window sells more merchandise than any salesman we have.

Our refrigerator counter also has a meat display every day.

In our large refrigerators we have a system in hanging our meats. For instance, our forequarters, hind quarters, pork loins—in fact, every piece of meat that goes into the refrigerator, has its place, so that any one who goes in the refrigerator for a particular cut of meat knows just where to put his hand on it.

#### Saving in the Sausage Room.

In our sausage room we also have a place for everything. In fact, so convenient is everything that I have been able to do away with a helper for that purpose. I have been able to do this by putting in up-to-date sausage machines and locating them conveniently.

I have a six-ton refrigerating machine, installed eleven years ago. It has given perfect satisfaction; in fact, it has been the

making of my market profits. Any market that has no refrigerating plant is working under difficulties, and is losing a lot of profit.

#### The Main Points.

These are just a few points that come to my mind in connection with the successful conduct of a meat business—whether it is large or small, in a city or in a small town.

Economy and system are the main points. Teach your help these fundamentals, treat them as you would like to be treated if you were in their places—and you will have very little if any labor problems.

Save the little things, and you will not have to worry so much about the big things.

It's not so much what you make, as what you save!

#### LOCAL AND PERSONAL.

Floyd Moreland has closed his Central Meat Market in Gridley, Kans.

The Quality Meat Market has been opened at Latrobe, Pa.

L. L. Bennett has opened a new meat market in Punxsutawney, Pa.

A new meat market has been opened in Marshfield, Wis., by J. Kirschner and Son.

John F. Hinds has sold his meat market in Paris, Ill., to F. G. Holsapple and Roy Huckaba.

A new meat market has been opened in Gloversville, N. Y., by Irving Hastings and Earl Mysers.

Brasscum & Berry have sold the Peoples Meat Market in Leslie, Ark., to S. D. Griggs & Son.

V. G. Peterson has sold his meat market in Vancouver, Wash., to M. A. Lindblom.

A new meat market has been opened in Sandusky, Ohio, by H. A. Wilson.

G. H. Raw has bought the Standard Market at Eighth and Bannock streets, Boise, Idaho, and will operate it under the name of Raw's Market.

Roy Taylor has sold his Peoples Meat Market in Dalles, Ore., to L. A. Beaudoin.

The Quality Meat Market in Martinez, Calif., has been sold to J. S. Higuera.

L. P. Lapsley has opened a new meat market in Burbank, Calif.

E. Savill has bought the interest of the Peninsula Meat Co., in the Burlingame Meat Market, Burlingame, Calif., and is now sole proprietor.

Lee H. Norris has purchased the interest of his partner, Paul D. Miller, in the Griffith Meat Market, Kirksville, Mo.

C. Ivon Price has bought the meat market in the Lucky market in Twin Falls, Idaho.

V. S. Morrison has sold his Peoples Meat Market in Mt. Pleasant, W. Va., to J. E. Hanshaw.

L. A. Childress has bought the interest of his partner, Mr. McKenna in the Modern Meat Market in Arapahoe, Nebr.

A new meat market has been opened in Upton, Wyo., by Bert Hagerman.

T. C. Carlson has sold his meat market in Leland, Ia., to O. J. Jensen.

A new meat market has been opened in Crissenville, Wis., by George Miller.



A new meat market has been opened in Humboldt, Ia., by Anton Nissen and Jens Jacobson.

David C. Lowe has opened a new meat market in Atascadero, Calif.

W. D. French has sold his Central Meat Market in Napa, Calif., to Trissel & Tonscia.

A delicatessen department has been added to the meat market of the Wenatchee Meat Company, Wenatchee, Wash.

Samuel Blumberg has opened a second meat market in St. Paul, Minn. The new store is located at 383 Wabasha street.

Walter Schmidt has sold his meat market in Hutchinson, Minn., to Henry Mortenson and James Lhotka.

O. B. Eliason has opened a new meat market in Crooks, S. D.

The Cain & Hill Meat Market in Robinson, Ill., has been sold to Geo. N. Merri-  
rick.

D. A. Young has purchased the interest of his partner, C. M. Johnson, in their meat market in Petaluma, Calif.

O. F. Carlson has bought the meat market in the A. P. Larson grocery store, 1423 Morningside avenue, Sioux City, Ia.

Walter Edmiston has bought a meat market located in West Main street, Decatur, Ill.

A new meat market has been opened in San Pedro, Calif., by Clark Brothers.

Elwood McDaniel has sold his Ideal Meat Market in Walkerton, Ind., to J. C. Hauser.

A new market has been opened in Marquette, Kans., by Piper Bros.

Dan McKenzie has opened the Katy Meat Market in Temple, Tex.

Walter Edmiston has sold his meat market in Sullivan, Ill., to Carl Shasteen.

Matt Gunter and Rudolph Olson have opened a new meat market in Escanaba, Mich.

Malek Brothers have sold their meat market in Dorchester, Nebr., to Fred V. Stehlik.

The Shidaker Meat Market in Wilmington, Ohio, has been purchased by William Price.

Frank Interholzinger has sold his Central Meat Market in Sumner, Nebr., to Howard Raser.

Edgar Thompson has sold his interest in the Thompson & Mohring meat market in York, Nebr., to his partners, Walter and Floyd Mohring.

A new meat market has been opened in Sumner, Ia., by Katz, Behrens & Meswarb.

Scott Blick has opened a new meat market in Galena, Kans.

M. P. Bressler has purchased the interest of his partner, A. C. Anderson, in the Central Meat Market, Wakefield, Nebr.

J. A. Burkey has purchased the business of the Milford Meat Market, Milford, Neb.

T. A. Bohs has purchased the Neilsen meat and grocery business, Blair, Nebr.

R. A. Brown has purchased the meat business of C. C. Mart, Elsie, Nebr.

The meat market of O. H. Lewis, McLouth, Kans., has been destroyed by fire.

W. H. Catterall is engaging in the meat business at 404 Choctaw street, Chickasha, Okla.

Kaiser & Cote have opened a new meat market in Arma, Kans.

S. E. McDaniels has purchased the Home Meat Market, Independence, Kans., from Hassler & Dillman.

Richard J. Welch and Thomas Cowan have purchased the meat business of John Merk, 10812 E. Jefferson Ave., Detroit, Mich.



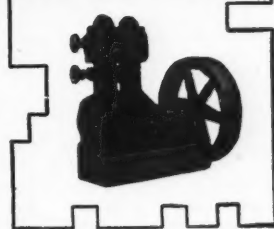
## The Key that Unlocks the Door to INCREASED PROFITS

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### How to Run a Meat Shop

Secrets of success and failure in the retail meat business are told in a study of retail meat stores in leading cities recently made by Dr. Horace Secrist, head of the Bureau of Business Research of Northwestern University, and the leading authority of the country on retail methods.

This study showed what it cost retailers to do business and where their costs varied. It revealed the secrets of success and failure in the stores studied, and it gave the actual figures.

This report has created wide interest in meat circles, both retail and wholesale. It was printed in full in THE NATIONAL PROVISIONER of August 18. Copies of it may be had by sending a 2-cent stamp, with your name and address, to The Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

### CONDEMNED MEAT IN HOLLAND.

Since the promulgation of a law in 1920 governing meat products declared unfit for consumption, there has been a question in the Netherlands as to the disposition of this condemned meat. At the time the law became effective, there was more or less leeway allowed the various municipalities as to the course to be followed in the destruction of such products and five years were given during which arrangements could be made for a proper system and practical means of destruction, reports Consul General George E. Anderson, Rotterdam, Netherlands, in a report to the Department of Commerce.

The Association of Dutch Municipalities, which has been considering a practical means of disposition, now announces that it is arranging to divide the entire country into seven districts. In each district it is proposed to establish a factory for the conversion of condemned meat and meat products into technical fats, bone meal and other fertilizers, the plan being that all municipalities in each district will send condemned meat products to the district factory for destruction. It is anticipated that by this plan the municipalities can not only avoid the expense of destroying the condemned products, but also be able to secure something of a profit from this disposition.

# New York Section

J. J. Wilke, Wilson & Company, Chicago, was a visitor to the city this week.

F. E. Rue, produce department, Cudahy Packing Company, New York, is making a western trip.

C. W. Lawrence of the credit department, Swift & Company, New York, is spending a vacation at Buckhill Falls, Pa.

A. C. Dean, co-director of Swift Beef Company, London, with Mrs. Dean sailed for England Saturday on the SS Franconia.

H. N. Hawthorne has been transferred from Chicago to the produce department of the Cudahy Packing Company in New York.

The sympathy of the Ladies' Auxiliary, United Master Butchers of America, is being extended to Mrs. Louis Goldstein, whose mother, Mrs. Hulda Myers, passed away last week.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending May 24th on shipments sold out, ranged from 10.00 cents to 19.50 cents per pound, and averaged 16.41 cents per pound.

J. J. Dupps, Sr., vice-president, Cincinnati Butchers' Supply Company, Cincinnati, Ohio, was in New York for a few days this week, making the usual stops in Baltimore and Washington on the homeward trip.

S. J. Levine & Company, Inc., have made extensive alterations to their store at Nos. 17-18 West Washington Market. Mr. Levine, who has been well known in the market for many years, formed the company last August.

V. H. Munneke, vice president and head of the beef department, E. P. Hinds, manager of the transportation department, Chicago, and F. W. Lyman, superintendent of the Boston territory, were among Armour and Company's visitors in New York.

The Seaboard Trading Company, importers and exporters of canned and salt fish, have moved their offices to 7 Water street, New York City. This firm had been located at 12 Water street for 17 years, but greatly increased business forced the removal to larger quarters.

Friends in the trade have been cabling congratulations to Henry Schwarzschild at Havana. He became a proud daddy on May 4th, and Henry Friedlein Schwarzschild is already in training as successor to the leading packinghouse expert of Cuba and points South.

Mr. and Mrs. George Kramer found the shore of Far Rockaway so agreeable last year that they have taken a cottage at Simis Beach again this year. They left the city last Saturday and will be well acclimatized when the warm weather gets here. Mr. Charles Kramer will spend the summer with them.

Frank P. Burck, a former president of the State Association of United Master Butchers of America, and an active member of the Brooklyn Branch, and Mrs. Burck who is on the finance committee of the Ladies' Auxiliary, celebrated the 37th anniversary of their wedding by a supper

at the Commodore Hotel last Sunday, surrounded by a party of friends. Mrs. Burck's birthday anniversary also falling on the 24th, was celebrated at the same time.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 24, 1924: Meat—Manhattan, 1,803½ lbs.; Brooklyn, 2 lbs.; Bronx, 9,611 lbs.; Queens, 37 lbs.; total, 11,453 lbs. Fish—Manhattan, 35,412½ lbs.; Brooklyn, 2,262 lbs.; Bronx, 890 lbs.; total, 38,564 lbs. Poultry and Game—Manhattan, 114¼ lbs.; Queens, 4 lbs.; total, 118¼ lbs.

E. C. Tompkins, head of the provision sales department of Swift & Company, New York City, has been invited by the Brooklyn branch, United Master Butchers Association, to give a talk at their next meeting, June 12th. President William C. Helling has promised to turn out a big aggregation of his live-wire meat dealers. The subject of Mr. Tompkins' talk, which will be given under the auspices of the New York Meat Council, will be "Advertising a Retail Meat Shop." Mr. Tompkins is known to many Brooklyn dealers, he having been invited to give this advertising talk recently at Louis Bender's South Brooklyn branch.

## MASTER BUTCHERS MEETING.

Considerable discussion on violations of the Sunday closing law was probably the most important feature of the meeting of the Washington Heights Branch, United Master Butchers of America, last Monday evening. These violations have become so annoying of late that the co-operation of all the local branches is deemed necessary, and to this end George Kramer, president of Ye Olde New York Branch, is having reprints made of the original law, which will be distributed among the members.

Information on the employment of minors in connection with compensation insurance was given in a talk by Louis Goldstein. Special stress was laid on the fact that where injuries happen to minors (boys under eighteen) who have not secured the necessary working papers, only one-half of the compensation insurance is paid by the company, the employer paying the other half.

Fifty dollars has been donated by this branch toward the continuation of the good work being done by the New York Meat Council.

State President Moe Loeb spoke on the all-important topic of the moment, the convention of the State Association of United Master Butchers of America, to be held in Rochester on June 16-18, and urged all members who could possibly do so to attend, sending reservations for the special car to room 818, 250 West 57th Street.

Quite a discussion took place on the fat problem, and Walter Elsass was appointed chairman of a committee, whose duty will be to map out some definite plan of action.

The demonstration of a new electric fat-melting machine was one of the attractions of the evening. This was the same machine shown at the New York branch meeting a week before, and described in THE NATIONAL PROVISIONER of May 24. It created quite as much of a sensation as it did at the New York branch meeting.

Various committees reported progress.

Three members were initiated and seven candidates were proposed. Fred Hirsch and Rudolph Schumacher of the Bronx Branch and Moe Loeb, Louis Goldstein, and Charles Lewis of Ye Olde New York Branch were among the visitors.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending May 24, 1924, with comparisons, as follows:

	Week ending May 24.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	8,776	7,420	7,997
Cows, carcasses	1,008½	1,115	304
Bulls, carcasses	109	178	1,166
Veal, carcasses	14,085	13,359	10,346
Hogs and pigs	400		2,492
Lambs, carcasses	15,003	17,653	19,445
Mutton, carcasses	8,292	5,676	9,435
Beef cuts, lbs.	215,995	391,551	188,743
Pork cuts, lbs.	1,251,409	1,088,680	1,341,788
Local slaughters:			
Cattle	10,555	10,538	9,098
Calves	16,378	19,615	16,785
Hogs	51,990	58,136	49,227
Sheep	27,270	34,717	39,133

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 24, 1924.

	Week ending May 24.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	3,146	2,838	2,911
Cows, carcasses	531	815	287
Bulls, carcasses	211	210	169
Veal, carcasses	2,728	2,137	2,296
Lambs, carcasses	8,589	8,008	4,688
Mutton, carcasses	2,108	2,120	2,365
Pork, lbs.	473,425	388,952	344,598
Local slaughters:			
Cattle	2,473	2,458	2,651
Calves	3,332	3,297	2,306
Hogs	21,164	28,170	24,137
Sheep	4,218	5,616	7,130

## "READY-TO-SERVE" MEETING.

(Continued from page 22.)

We actually did slaughter live stock. The dealer does not do that today, of course. This is only one of the changes which have affected the meat trade. The Ready-to-Serve movement is one of the latest developments, and one which offers you men great opportunities for increasing your business, and serving your customers by giving them what they want. Your shop will be judged to a large degree by the service it gives."

## A Worth While Meeting.

John Kotal urged the audience to pay careful attention to what was going to be said about the Ready-to-Serve movement, and assured them that the idea carried possibilities for every man who took advantage of the strong demand for the product, "a demand which can and should be centered in the retail meat store rather than elsewhere."

The talk given by Miss Dorothy Dignam was one of the features of the evening. Miss Dignam addressed the dealers from the viewpoint of a housewife, and told them what the housewife wants and what they can do for her. She emphasized the need for telling the housewife how to use the various Ready-to-Serve meats.

"I tell you these things so you'll understand one reason why women don't do so much home cooking these days," she said: "We're not lazier. We're not less interested in cooking. I like to cook and I like to eat good home prepared meals. But, aside from the small kitchens, women



have many outside interests these days and time is precious. Then, too, many girls jump right from the typewriter to the gas range and they don't know how to cook a variety of meats.

#### What the Housewife Wants.

"I've been asked to talk about what women really want in ready-to-eat meats. Well, of course they want a good assortment, conveniently arranged for quick selection. They like to see everything clean and tidy and appetizing. They like price tags, giving the name of the product. They like to see you handle the products carefully, and keep them carefully so that they don't get hard and dry and chippy and tasteless. I know that you gentlemen will meet all these requirements in your various stores.

"But what women really want in ready-to-eat meats is INFORMATION. That's the biggest and most important thing and the one thing that will help you to increase your sales.

"Now what information can the dealer give the shopper? How can he help her and help his own sales, too? Let's watch Mrs. Jones as she comes into the butcher shop. She steps up to the Ready-to-Serve counter and contemplates your display. The butcher contemplates the customer or looks out of the window. If the store is busy, he hastens away to wait on the customer who knows what she wants. In the meantime, Mrs. Jones looks over all the unfamiliar cuts and strange appearing sausages. If you had name and price tags on those meats she'd at least know which was minced sausage and which was braunschweiger."

At another point in her talk, Miss Dignam said:

"Ready-to-Serve meat is a great help in using up left overs. When you call up Mrs. Jones on Monday morning you know just what she's going to say, 'O, I have some of that roast left, that roast you sent me Saturday. I'll have to do with that today.' Now, that's your chance to sell some nice thin sliced Berliner or Luncheon Roll. Just tell Mrs. Jones how delicious it is with cold roast and how it helps to round out the platter. You'll sell her some every time—especially to the charge customers.

"It's the same in all business—to paraphrase a popular line—'The more you tell the more you sell,' and certainly this applies to Ready-to-Serve Meats."

Mr. Gifford reminded the listeners that there was no use in having an idea if they did not follow it up. "This applies to the Ready-to-Serve movement," he said, "as well as to anything else. After you have heard this movement and its merits discussed, don't go back to your shop and forget it; put it over. Give it some attention! Dealers in other cities with whom I have talked are getting back of the idea, and, as a result, they will cash in on it.

#### Must Sell Quality Product.

"But, remember. You can't make any progress unless you sell quality products. Handle the best, not the 'just as good' lines. Your effort will be wasted unless the product you sell is good enough to re-sell itself. One sale of a poor piece of Ready-to-Serve meat may ruin your future sales. The customers will become suspicious of the product and of all products like it.

"Another means of increasing sales is through the use of price tags and name cards. The people don't know the names of these 'Ready-to-Serve meats in many cases, and they don't like to ask you. Let them know what it is you are trying to sell them."

Ready-to-Serve Meats have been neglected too long by the retail meat dealer, according to Mr. Mayer. "These products never have been properly displayed," he



### The Original Koch Patented Wire Sausage Form The Only Hinged Form

Opens up to remove sausage.  
Saves time in handling.  
Saves waste in torn casings.  
Insures better shaped product.

**Made in Square or Round Styles  
in any required size or mesh.**

Manufactured only by  
**Western Butchers' Supply Co.**  
156 Fourth St. San Francisco, Cal.  
FOR SALE BY LEADING BUTCHERS' SUPPLY HOUSES



## The Ureka Ham Retainer and Press

**is a complete unit for economical cooking and pressing of boiled hams.**

**No waste to shank end**



**Write for prices and further details.**  
**THE B. B. HANAK CO.**  
169-171 No. Ada St. Chicago, Ill.



No cord or cloth used.  
Cooks hams in own juice, retaining flavor and taste.

Outlasts any retainer.

Press rented at nominal price.

Showing Press Open

stated. "They should be put up in the front of the store in a well-lighted case where every customer can see them. Keep these meats looking fresh and attractive, for the public is very discriminating. "If you handle quality product, you will be able to build up a permanent trade for this sort of meat. The time has come to get behind the movement. A big field has been opened up for you. A larger and more profitable business awaits the dealer who takes advantage of the demand for Ready-to-Serve meats."

#### Sample Display Case Shown.

Mr. Mayer also called attention to the sample display case for Ready-to-Serve products which was made up especially for this meeting. It was constructed as a result of conferences between several equipment manufacturers and a committee of the Meat Council of Chicago. It is desired to have put on the market a case which will keep the products well and which can be sold at a moderate price within the reach of every dealer. The case

Jos. Himmelsbach, M. E. Otto S. Schlich, C. E.  
**Himmelsbach & Schlich**  
ENGINEERS AND ARCHITECTS  
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.  
136 Liberty Street NEW YORK

which was displayed at the meeting was well received by the dealers who examined it.

The plans for the meeting were made by a committee of North Side dealers which included John Steindl, Andrew Thiel, Max Pusch, Frank Bohmann, George Pauli, and Robert Lauer.

At the close of the program, refreshments consisting of coffee and sandwiches were served. The committee expressed its appreciation to Chase and Sanborn, the Livingston Baking Company, the U. S. Slicing Machine Company, and the Hudson Bay Refrigerator Company for supplying the refreshments and displays.



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	@10.10
Cows, canners and cutters	2.00@ 3.75
Bulls, bologna	4.50@ 5.50

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.	12.00@12.50
Calves, veal, common to medium	7.50@ 9.50
Calves, veal, culis, per 100 lbs.	6.50@ 7.50

## LIVE SHEEP AND LAMBS.

Lambs, yearling unshorn, prime, 100 lbs.	17.25@17.35
Sheep, ewes, prime, 100 lbs.	8.50@ 9.00
Sheep, ewes, common to good, 100 lbs.	6.50@ 8.00

## LIVE HOGS.

Hogs, heavy	\$7.50@7.70
Hogs, medium	@8.25
Hogs, 140 lbs.	@8.25
Pigs, under 70 lbs.	7.25@7.40
Roughs	6.50@7.00

## DRESSED BEEF.

Choice, native, heavy	.18 @30
Choice, native, light	.19 @20
Native, common to fair	.16 @18

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.16 @18
Native choice, yearlings 400@600 lbs.	.17 @18½
Western steers, 600@800 lbs.	.16 @16
Texas steers, 400@600 lbs.	.13 @14
Good to choice heifers	.13 @17
Good to choice cows	.13½ @15
Common to fair cows	.11½ @12½
Fresh bologna bulls	8½ @8½

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@22	24 @25
No. 2 ribs	@17	22 @23
No. 3 ribs	@14	19 @21
No. 1 loins	@28	34 @36
No. 2 loins	@22	30 @32
No. 3 loins	@16	27 @29
No. 1 hinds and ribs	.26 @28	23½ @26
No. 2 hinds and ribs	.23 @24	21½ @23
No. 3 hinds and ribs	.19 @20	20 @21
No. 1 rounds	@15	@17
No. 2 rounds	@13	15 @16
No. 3 rounds	@11	@14
No. 1 chucks	@10	12 @14
No. 2 chucks	@8	@11
No. 3 chucks	@6	@10
Bolognas	@6	9½ @10½
Rolls, reg., 6@8 lbs. avg.	.22 @23	
Rolls, reg., 4@6 lbs. avg.	.17 @18	
Tenderloins, 4@5 lbs. avg.	.60 @70	
Tenderloins, 5@6 lbs. avg.	.80 @90	
Shoulder clods	.10 @11	

## DRESSED CALVES.

Prime	.19 @20
Choice	.18 @19
Good	.16 @17
Medium	.13 @14
Common	.10 @12

## DRESSED HOGS.

Hogs, heavy	@11½
Hogs, 180 lbs.	@11½
Hogs, 160 lbs.	@11½
Hogs, 140 lbs.	@11½
Pigs, 80 lbs.	@11½

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	.30 @32
Lambs, poor grade	.25 @27
Sheep, choice	@15
Sheep, medium to good	.13 @14
Sheep, culis	.10 @11

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	.18 @18½
Hams, 10@12 lbs. avg.	.18 @18½
Hams, 12@14 lbs. avg.	.18 @18½
Picnics, 4@6 lbs. avg.	.11½ @12
Picnics, 6@8 lbs. avg.	.11½ @12
Revettes, 6@8 lbs. avg.	.13 @14
Beef tongue, light	.30 @34
Beef tongue, heavy	.35 @40
Bacon, boneless, Western	.17 @18
Bacon, boneless, city	.15 @16
Pickled bellies, 10@12 lbs. avg.	.18 @14

## FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.	.19 @20
Fresh pork tenderloins	.50 @52
Frozen pork loins, 10-12 lbs. avg.	.15 @16
Frozen pork tenderloins	.40 @45
Shoulders, city, 10@12 lbs. avg.	.11 @12
Shoulders, Western, 10@12 lbs. avg.	.12 @13
Butts, boneless, Western	.18 @19
Butts, regular, Western	.14 @15
Fresh hams, city, 8@10 lbs. avg.	.18 @19
Fresh hams, Western, 10@12 lbs. avg.	.16 @17
Fresh picnic hams, Western, 6@8 lbs. avg.	.11 @11
Extra lean pork, trimmings	.13 @14
Regular pork trimmings, 50% lean	7 @8
Fresh spare ribs	8 @9
Raw leaf lard	.12 @13

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	80.00@100.00
Black hoofs, per ton	40.00@50.00
Striped hoofs, per ton	40.00@50.00
White hoofs, per ton	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	@140.00
Horns, avg. 7½ oz. and over, No. 1s	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	@30c	a pound
Fresh steer tongues, L. C. trim'd	@35c	a pound
Calves, heads, scalded	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@65c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@8c	each
Livers, beef	@23c	a pound
Oxtails	@14c	each
Hearts, beef	@7c	a pound
Beef hanging tenders	@16c	a pound
Lamb fries	@10c	a pair

## BUTCHER'S FAT.

Shop fat	@2
Breast fat	@3½
Edible suet	@5
Cond. suet	@4
Bones	@25

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	10½	19½
Pepper, Sing., black	11	14
Pepper, red	12	16
Allspice	6½	9½
Cinnamon	10½	14½
Coriander	8½	11½
Cloves	30	35
Ginger	21	24
Mace	68	73

## CURING MATERIALS.

	Bbls.	Bags per lb.
In lots of less than 25 bbls.:		
Double refined saltpetre, granulated	6¼c	6¼c
Double refined saltpetre, small crystals	7¼c	7¼c
Double refined nitrate soda, granulated	4¼c	4¼c
Double refined nitrate soda, crystals	5¼c	5¼c
In 25 barrel lots:		
Double refined saltpetre, granulated	6¼c	6c
Double refined saltpetre, small crystals	7¼c	7c
Double refined nitrate soda, granulated	4¼c	4¼c
Double refined nitrate soda, crystals	5¼c	5c
Carload lots:		
Double refined nitrate of soda, granulated	4¼c	4¼c
Double refined nitrate of soda, crystals	5c	4¾c

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up.
Prime No. 1 veals	2.40	2.65	2.90	3.75	
Prime No. 2 veals	1.8	2.20	2.40	2.65	3.50
Buttermilk No. 1	.17	2.05	2.30	2.55	
Buttermilk No. 2	.15	1.85	2.05	2.30	
Branded, scrubby	.12	1.45	1.65	1.90	2.30
No. 3					At value

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry picked, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@33
Western, 48 to 54 lbs. to dozen, lb.	@34
Western, 43 to 47 lbs. to dozen, lb.	@32
Western, 36 to 42 lbs. to dozen, lb.	@31
Western, 30 to 35 lbs. to dozen, lb.	@32
Fowls—Fresh—dry picked, corn fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@31
Western, 48 to 54 lbs. to dozen, lb.	@32

Western, 43 to 47 lbs. to dozen, lb.	@33
Western, 36 to 42 lbs. to dozen, lb.	@30
Western, 30 to 35 lbs. to dozen, lb.	@28
Fowls—Fresh—dry picked, corn fed—barrels:	
Western, dry picked, 5 lbs. and over, lb.	@30
Western, dry picked, 4½ lbs. each	@31
Western, dry picked, 3½ lbs. each, lb.	@27
Western, dry picked, boxes, 3 lbs. and under	@26
Old Cocks—dry picked—boxes:	
Western, dry picked, 4½ to 5½ lbs. boxes	@21
Western, scalded, lbs.	@20
Ducks—	
Long Island, per lb.	@22
Squabs—	
White, 12 lbs. to dozen, per dozen	7.25@ 8.00
White, 10 lbs. to dozen, per dozen	5.75@ 6.00
Culls, per doz.	1.00@ 2.00

## LIVE POULTRY.

Broilers, via express	@50
Ducks, via express	@25
Turkeys, via express	@20
Geese, via express	@18
Pigeons, per pair, via freight or express	@40
Guineas, per pair, via freight or express	@70

## BUTTER.

Creamery, extra (92 score)	@39
Creamery, firsts (90 to 91 score)	38½ @38½
Creamery, seconds	34½ @37
Creamery, lower grades	.33 @34

## EGGS.

Fresh gathered, extra, per doz.	.20 @20½
Fresh gathered, extra firsts	.26 @27
Fresh gathered, firsts	.24½ @25½
Fresh gathered, checks, fair to choice dry	.22 @23½

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	@2.00
Ammonium sulphate, double bags, per 100 lbs., f. a. s., New York	@2.55
Blood, dried, 15-16% per unit	@3.00
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f. o. b. fish factory	3.30 and 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	nominal
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory	nominal
Soda Nitrate, in bags, 100 lbs., spot	@2.60
Soda nitrate, in bags, futures	@2.55
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.50 and 10c
Tankage, unground, 9-10% ammonia	2.15 and 10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags per ton	@26.00
Bone meal, raw, 4½ and 50 bags per ton	@30.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%	@7.50
Potash.	
Kalmit, 12.4%, bulk, per ton	@7.35
Manure salt, 20%, bulk, per ton	@10.25
Muriate in bags, basis 80% per ton	@38.00
Sulphate, in bags, basis 80% per ton	@44.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending May 23, 1924.

	May	16	17	18	20	21	23
Chicago	37½	37	37	37½	37½	37½	37½
New York	38½	38½	38½	38½	39	39½	39½
Boston	39½	39	39	39	39½	39½	39½
Philadelphia	39	39	39½	40	40½	40½	40½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	37½	37	37	37½	37½	37
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### Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1924.
Chicago	68,726	63,795	67,987	1,257,179
New York	68,975	55,924	70,736	1,152,446
Boston	23,804	24,743	23,999	412,828
Philadelphia	21,375	20,258	22,296	355,457

Total 182,880 164,720 185,018 3,177,910 3,061,253

### Cold storage movement (lbs.):

	Into storage.	Out of storage.	On hand May 23.	Cor. day of year.
Chicago	426,560	21,644	2,115,155	755,877
New York	85,109	37,228	2,061,006	555,878
Boston	76,796	10,503	947,587	129,266
Philadelphia	15,250	8,540	612,602	494,284
Total	610,765	72,915	6,336,308	1,935,945

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